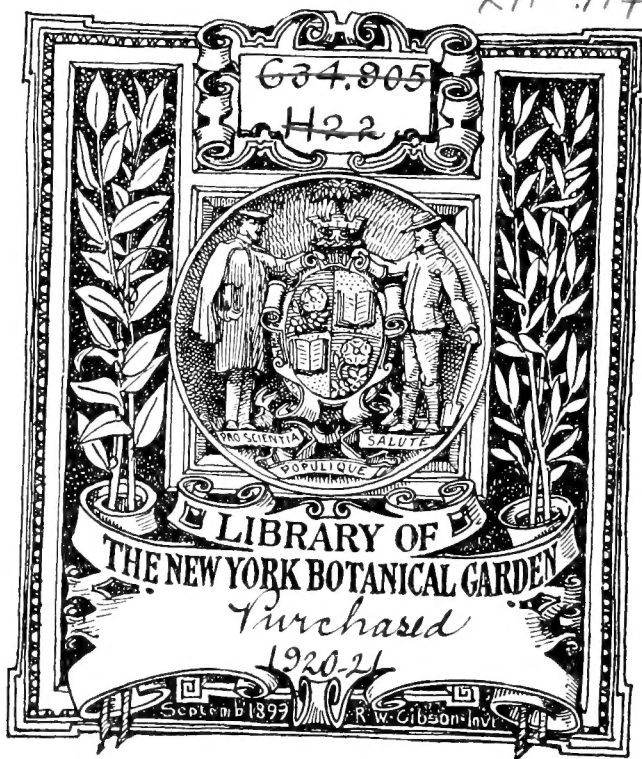


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1920-21

Aardwood Record

Semi-Monthly
Twenty-Sixth Year

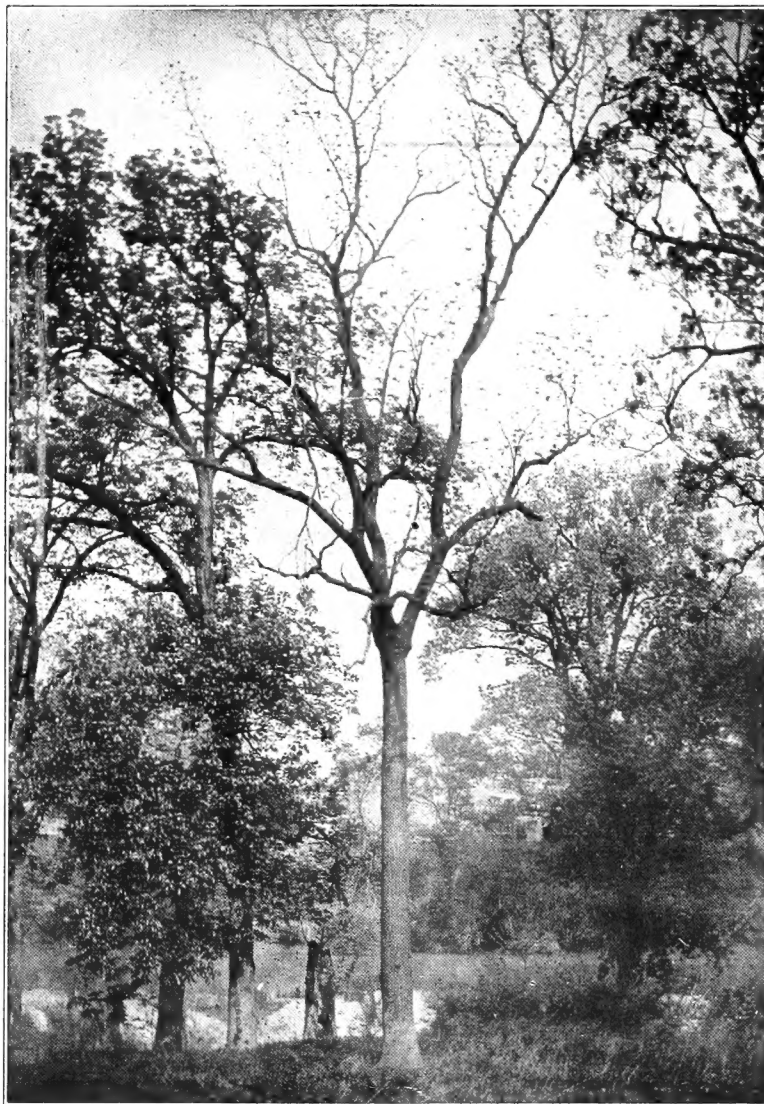
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CHICAGO, OCTOBER 25, 1920

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Vol. L, No. 1

AMERICAN WALNUT LUMBER

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More evidence of our untiring efforts to procure the very best raw material for our product

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

LOGS

LUMBER

VENEER

ESTABLISHED 1798

HARDWOODS

A Specialty

J. GIBSON McILVAIN & CO.

MANUFACTURERS

WHOLESALEERS

LUMBER

PHILADELPHIA
PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple

Flooring

kiln dried and carefully
machined.

**H. F. Below Lumber
Company
MARINETTE**

OUR IMMENSE saw-
mill facilities produce
and we offer the following:

BIRCH

4/4 No. 2 Com. & Btr.....1170M ft.
5/4 No. 2 Com. & Btr..... 58M ft.
6/4 No. 2 Com. & Btr..... 151M ft.
8/4 No. 2 Com. & Btr..... 105M ft.

BASSWOOD

4/4 No. 2 Com. & Btr.....1115M ft.
5/4 No. 2 Com. & Btr..... 467M ft.
6/4 No. 2 Com. & Btr..... 109M ft.
8/4 No. 2 Com. & Btr..... 90M ft.

HARD MAPLE

4/4 No. 2 Com. & Btr..... 796M ft.
5/4 No. 2 Com. & Btr..... 24M ft.
6/4 No. 2 Com. & Btr..... 317M ft.
8/4 No. 2 Com. & Btr..... 419M ft.
10/4 No. 2 Com. & Btr..... 100M ft.
12/4 No. 2 Com. & Btr..... 131M ft.

BLACK ASH

4/4 No. 2 Com. & Btr..... 114M ft.

RED OAK

4/4 No. 2 Com. & Btr..... 9M ft.

ROCK ELM

8/4 No. 2 Com. & Btr..... 10M ft.

**Sawyer-Goodman
Company
MARINETTE**

MILLS AT MARINETTE AND GOODMAN,
WISCONSIN, AND SAGOLA, MICHIGAN

MARINETTE with both rail and water transportation, excellent labor conditions and a timber
supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

A Message to Tell You

That we have recently taken over the double band mill and all stumpage formerly owned and operated by the Arko Lumber Company at Arkansas City, Arkansas, and are prepared to render you splendid service in supplying you with hardwood lumber. The quality of timber cut on the Arkansas and White Rivers needs no introduction. It is the best that can be procured in a state that is famous for its hardwoods.

IF IT'S QUALITY AND SERVICE YOU WANT, WRITE

THE BREECE MANUFACTURING CO.

PORTSMOUTH, OHIO

Double Band Mills, Arkansas City, Ark.

KILN DRIED OAK

4-4 No. 1 and 2 common plain white or red oak in straight or mixed cars or mixed cars with oak flooring.

Inspection and measurement after the lumber has been through the dry kiln—you know what this means.

WRITE FOR PRICES

TENNESSEE OAK FLOORING CO.
NASHVILLE, TENNESSEE

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

ASH	
5/8" Com. & Btr.	28,000'
4/4" No. 2	81,000'
5/4" No. 2	15,000'
6/4" No. 2	17,000'
8/4" Com. & Btr.	101,000'
10/4" Com. & Btr.	103,000'
12/4" Com. & Btr.	106,000'

QTD. RED GUM	
4/4" FAS	57,000'
4/4" No. 1 Common	117,000'
8/4" Com. & Btr.	195,000'

PLAIN RED GUM	
4/4" No. 1 Common	120,000'
4/4" No. 2 Common	15,000'

SAP GUM	
Panel, 18" & up.	19,000'
4/4" No. 1 Common	221,000'
4/4" No. 2 Common	330,000'
5/4" No. 1 Common	75,000'
6/4" No. 1 Common	60,000'
6/4" No. 2 Common	30,000'
8/4" No. 3 Common	30,000'

TUPELO	
Box Bds., 9-12"	48,000'
4/4" FAS	32,000'
4/4" No. 1 Common	85,000'

SYCAMORE	
10/4" Log Run.	114,000'

Memphis Band Mill Co.

Regular Widths and Lengths—3 to 5 Months' Dry

SAP GUM		PLAIN RED GUM	
4/4" 1s & 2s.	3 cars	4/4" 1s & 2s.	2 cars
4/4" 1s & 2s, 12" & up.	2 cars	4/4" No. 1 Common	2 cars
5/4" 1s & 2s.	1 car	QUARTERED RED GUM	
4/4" No. 1 Common	4 cars	4/4" 1s & 2s.	2 cars
5/4" No. 1 Common	2 cars	5/4" 1s & 2s.	2 cars
4/4" No. 2 Common	5 cars	8/4" 1s & 2s.	2 cars
5/4" No. 2 Common	5 cars	4/4" No. 1 Common	2 cars
6/4" No. 2 Common	1 car	5/4" No. 1 Common	1 car
8/4" No. 2 Common	1 car	6/4" No. 1 Common	3 cars
QTD. RED GUM, S. N. D.		PLAIN RED OAK	
4/4" 1s & 2s.	1 car	4/4" 1s & 2s.	1 car
5/4" 1s & 2s.	2 cars	4/4" No. 1 Common	3 cars
6/4" 1s & 2s.	3 cars	PLAIN WHITE OAK	
4/4" No. 1 Common	1 car	4/4" No. 1 Common	3 cars
5/4" No. 1 Common	3 cars	MIXED OAK	
6/4" No. 1 Common	5 cars	4/4" No. 2 Common	8 cars
8/4" No. 1 Common	3 cars	4/4" No. 3 Common	5 cars
3/4" No. 1 Com. & Btr.	1 car		

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM		6/4" No. 2 Common.....	2 cars
4/4" Log Run	2 cars	5/8" 1s & 2s.....	2 cars
8/4" Log Run	3 cars	5/8" No. 1 Common.....	3 cars
10/4" Log Run	2 cars	4/4" Box Bds., 9-12".....	3 cars
PLAIN RED GUM		QRTD. GUM, SND.	
4/4" 1s & 2s.....	4 cars	8/4" Com. & Btr.....	2 cars
6/4" 1s & 2s.....	3 cars	6/4" Com. & Btr.....	1 car
4/4" No. 1 Common.....	7 cars	QUARTERED RED GUM	
6/4" No. 1 Common.....	3 cars	8/4" Com. & Btr.....	2 cars
5/4" Com. & Btr.....	1 car	8/4" Com. & Btr.....	2 cars
SAP GUM		PLAIN RED OAK	
4/4" 1s & 2s.....	5 cars	4/4" 1s & 2s.....	5 cars
6/4" 1s & 2s.....	2 cars	5/4" 1s & 2s.....	1 car
4/4" No. 1 Common.....	9 cars	4/4" No. 1 Common.....	6 cars
6/4" No. 1 Common.....	5 cars	5/4" No. 1 Common.....	2 cars
4/4" No. 2 Common.....	4 cars	4/4" No. 2 Common.....	3 cars

Dacus-Richards Hardwood Co.

ASH		TUPELO GUM	
10/4" Log Run.	12,000'	4/4" Log Run.	19,000'
12/4" Log Run.	4,000'	QUARTERED WHITE OAK	
16/4" Log Run.	7,000'	4/4" FAS	25,000'
4/4" No. 2 Common	13,000'	1/2" No. 1 Common	28,000'
10/4" No. 3 Common	6,000'	3/4" No. 1 Common	48,000'
4/4" No. 3 Common	24,000'	4/4" No. 1 Common	372,000'
BASSWOOD		4/4" No. 2 Common	104,000'
4/4" Log Run.	70,000'	4/4" Strips, 2 1/2"-5 1/2"	45,000'
12/4" Log Run.	49,000'	QUARTERED RED OAK	
QUARTERED RED GUM		4/4" FAS	15,000'
4/4" FAS	22,000'	4/4" No. 1 Common	160,000'
4/4" No. 1 Common	65,000'	4/4" No. 2 Common	153,000'
QTD. RED GUM, S. N. D.			
8/4" No. 1 Com. & Btr.	62,000'		
8/4" No. 1 Common	43,000'		

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK		OAK	
5/8" 1s & 2s.	10,000'	8/4" Dog Boards	1 car
5/8" No. 1 Common	2 cars	PLAIN SAP GUM	
4/4" 1s & 2s.	3 cars	5/8" No. 2 Common	3 cars
4/4" No. 1 Common	10 cars	5/4" 1s & 2s.	1 car
4/4" No. 2 Common	2 cars	BLACK GUM	
4/4" Clear Strips	1 car	4/4" No. 1 Com. & Btr.	2 cars
4/4" Common Strips	2 cars	GUM	
8/4" No. 1 Common	1 car	6/4" & 8/4" Dog Boards	2 cars
8/4" No. 2 Common	1 car	PLAIN RED GUM	
PLAIN RED OAK		6/4" No. 1 & Btr.	1 car
3/4" 1s & 2s.	1 car	QUARTERED SAP GUM	
3/4" No. 1 Common	3 cars	6/4" Com. & Btr.	1 car
3/4" No. 2 Common	1 car	QUARTERED BLACK GUM	
4/4" No. 1 Common	2 cars	8/4" Com. & Btr.	1 car
4/4" No. 2 Common	1 car	CYPRESS	
4/4" No. 3 Common	1 car	4/4" No. 1 Shop & Btr.	2 cars
PLAIN WHITE OAK		4/4" Pecky	1 car
3/4" No. 1 Common	3 cars	QUARTERED WHITE OAK	
3/4" No. 2 Common	1 car	6/4" No. 1 Com. & Btr.	4,800'
4/4" No. 1 Common	2 cars	8/4" No. 3 Common	8,000'
4/4" No. 2 Common	2 cars	QUARTERED RED OAK	
4/4" Sound Wormy	2 cars	8/4" No. 2 Com. & Btr.	6,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8/4" No. 1 Com., 6 mo. . 1 car
4/4" Com. & Btr., 6 mo. . 1 car		6/4" Com. & Btr., 4 mo. 1 car
RED GUM		SOFT MAPLE
5/8" Com. & Btr., 6 mo. . 1 car		6/4" Log Run, 6 mo. 1 car
4/4" 1s & 2s, 6 mo. 1 car		
4/4" No. 1 Com., 6 mo. . 5 cars		
SAP GUM		RED OAK
5/8" 1s & 2s, 4 mo. 4 cars		4/4" 1s & 2s, 6 mo. 4 cars
5/8" No. 1 Com., 4 mo. . 2 cars		4/4" No. 1 Com., 6 mo. . 5 cars
4/4" 1s & 2s, 4 mo. 1 car		3/4" Com. & Btr., 4 mo. . 1 car
4/4" No. 1 Com., 4 mo. . 2 cars		
		WHITE OAK
		4/4" 1s & 2s, 6 mo. 2 cars
		4/4" No. 1 Com., 6 mo. . 5 cars
QTD. RED GUM		QTD. WHITE OAK
8/4" 1s & 2s, 6 mo. 1 car		4/4" Com. & Btr. 6 mo. . 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in Quartered Red Gum SAP NO DEFECT

4/4" F&S	5 mos. dry	62,000'
4/4" No. 1 Common & Selects	5 mos. dry	171,000'
5/4" F&S	3 mos. dry	26,000'
5/4" No. 1 Common & Selects	3 mos. dry	76,000'
6/4" F&S	5 mos. dry	43,000'
6/4" No. 1 Common & Selects	5 mos. dry	56,000'
8/4" F&S	5 mos. dry	39,000'
8/4" No. 1 Common & Selects	5 mos. dry	63,000'
10/4" F&S	6 mos. dry	28,000'
10/4" No. 1 Common & Selects	6 mos. dry	52,000'
12/4" No. 1 Common & Better	7 mos. dry	18,000'

The Mossman Lumber Co., Inc.

COTTONWOOD	5/4" No. 1 Common	15,000'
4/4" No. 1 & No. 2 Com.	8/4" No. 2 Com. & Btr.	64,000'
ELM	SOFT MAPLE	
8/4" Log Run	4/4" Log Run	18,000'
10/4" Log Run	12/4" Log Run	40,000'
SAP GUM	QUARTERED WHITE OAK	
4/4" 1s & 2s	4/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Common	4/4" No. 2 Common	25,000'
6/4" No. 1 Com. & Btr.	8/4" No. 2 Com. & Btr.	19,000'
8/4" No. 2 Com. & Btr.	PLAIN WHITE OAK	
PLAIN RED GUM	4/4" 1s & 2s	10,000'
4/4" No. 1 Common	4/4" No. 1 Common	25,000'
5/4" No. 1 Common	4/4" Sound Wormy	75,000'
QUARTERED RED GUM	QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	4/4" 1s & 2s	10,000'
5/4" No. 1 Com. & Btr.	4/4" No. 1 Common	40,000'
8/4" No. 1 Com. & Btr.	4/4" No. 2 Common	15,000'
QUARTERED SAP GUM	PLAIN RED OAK	
4/4" 1s & 2s	4/4" 1s & 2s	60,000'
4/4" No. 1 Common	4/4" No. 1 Common	200,000'
5/4" 1s & 2s	4/4" No. 2 Common	75,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	TUPELO GUM
4/4" No. 1 Com. & 1s & 2s	4/4" No. 1 Com. & 1s & 2s
.....Band sawed	.....Band sawed
SAP GUM	PLAIN RED OAK
4/4" FAS	4/4" 80% FAS, 20% Select
4/4" No. 1 Common	.....Band sawed
QTD. RED GUM, S. N. D.	4/4" No. 1 Com. Circular sawed
8/4" No. 1 Com. & 1s & 2s	4/4" FAS
.....Circular sawed	.....Circular sawed
PLAIN RED GUM	PLAIN WHITE OAK
4/4" No. 1 Com. & 1s & 2s	4/4" FAS
.....Circular sawed	4/4" No. 1 Com. Circular sawed
SAP GUM	MIXED OAK
4/4" FAS	4/4" No. 2 Com. Circular sawed
4/4" No. 1 Com. Circular sawed	4/4" No. 3 Com. Circular sawed
4/4" No. 2 Com. Circular sawed	

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	5/4" No. 1 Common	60,000'
4/4" 1s & 2s	6/4" 1s & 2s	40,000'
4/4" No. 1 Common	6/4" No. 1 Common	100,000'
4/4" No. 2 Common	8/4" No. 1 Common	29,000'
PLAIN WHITE OAK	PLAIN RED GUM	
4/4" No. 1 Common	5/4" No. 1 Common	12,000'
4/4" No. 2 Common	6/4" 1s & 2s	9,000'
PLAIN RED OAK	6/4" No. 1 Common	58,000'
4/4" 1s & 2s	QTD. RED GUM, S. N. D.	
4/4" No. 1 Common	8/4" 1s & 2s	12,000'
4/4" No. 2 Common	8/4" No. 1 Common	17,000'
4/4" Sound Wormy	10/4" 1s & 2s	11,000'
QUARTERED RED GUM	10/4" No. 1 Common	10,000'
4/4" No. 1 Common	12/4" No. 1 Com. & Btr.	80,000'
5/4" 1s & 2s		

Bellgrade Lumber Co.

ASH	PLAIN SAP GUM
4/4" No. 1 Com. & Btr.	4/4" No. 1 Com.
12/4" No. 1 Com. & Btr.	12" & wdr. 50,000'
ELM	QTD. SAP GUM
6/4" No. 2 Com. & Btr.	4/4" No. 1 Com. & Btr.
	5/4" No. 1 Com. & Btr.
	6/4" No. 1 Com. & Btr.
PLAIN RED GUM	PLAIN RED OAK
1/2" No. 1 Com. & Btr.	3/4" No. 1 Com. & Btr.
3/4" No. 1 Com. & Btr.	4/4" FAS
4/4" No. 1 Com. & Btr.	4/4" No. 1 Com.
4/4" No. 1 C&B. Flg.	4/4" No. 1 Com.
QTD. RED GUM	QTD. RED OAK
4/4" No. 1 Com.	4/4" FAS
5/4" No. 1 Com. & Btr.	4/4" No. 1 Com.
10/4" No. 1 Com. & Btr.	5/4" No. 1 Com.
12/4" No. 1 Com. & Btr.	PLAIN WHITE OAK
PLAIN SAP GUM	4/4" No. 1 Com. & Btr.
5/8" No. 1 Com. & Btr.	QTD. WHITE OAK
4/4" No. 1 C. 12" & wdr.	4/4" FAS
8/4" No. 2 Com.	4/4" Nos. 1 & 2 Com.

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

ASH	QUARTERED RED OAK
10/4" No. 1 Com. & Btr.	4/4" No. 1 Com. & Btr.
6/4" No. 2 Common	TUPELO
12/4" No. 2 Common	4/4" No. 1 Com. & Btr.
PLAIN RED OAK	COTTONWOOD
4/4" No. 1 Common	4/4"—6" to 10" FAS
5/4" No. 1 Common	SOFT MAPLE
4/4" No. 2 Common	4/4" Log Run
PLAIN WHITE OAK	CYPRESS
4/4" No. 1 Common	4/4" Select
5/4" No. 1 Common	4/4" No. 1 Shop
4/4" No. 2 Common	SYCAMORE
SOFT ELM	4/4" Log Run
10/4" No. 2 Com. & Btr.	POPLAR
QUARTERED WHITE OAK	4/4" No. 1 Common
4/4" and 6/4" No. 1 Common	

Baker-Matthews Lumber Co.

CYPRESS	3/4 Sound Wormy	5 cars
6/4 Com. & Btr.	3/4 No. 3 Common	5 cars
4/4 No. 1 Common	PLAIN RED OAK	
4/4 No. 1 Shop	4/4 1s & 2s	2 cars
COTTONWOOD	4/4 No. 1 Common	7 cars
4/4 1s & 2s	4/4 No. 2 Common	2 cars
4/4 No. 1 Common	QUARTERED RED OAK	
SOFT ELM	4/4 1s & 2s	7,000'
6/4 Com. & Btr.	4/4 No. 1 Common	20,000'
PLAIN SAP GUM	PLAIN WHITE OAK	
4/4 No. 1 Common	4/4 1s & 2s	1 car
4/4 No. 1 Common	4/4 No. 1 Common	6 cars
QUARTERED SAP GUM	4/4 No. 2 Common	2 cars
4/4 No. 1 Com. & Btr.	QUARTERED WHITE OAK	
6/4 No. 1 Com. & Btr.	4/4 1s & 2s	1 car
8/4 No. 1 Com. & Btr.	4/4 No. 1 Common	3 cars
10/4 No. 1 Com. & Btr.	4/4 No. 2 Common	1 car
HACKBERRY	8/4 No. 1 Common	1 car
4/4 Log Run	6/4 No. 1 Common	1 car
MIXED OAK	PECAN	
4/4 Sound Wormy	8/4 Log Run	3 cars
4/4 No. 3 Common		

Mark H. Brown Lumber Co.

WHITE ASH	20/4" 1st & 2d. 6" & up.	1,600'
MEMPHIS YARD	4/4" Cl. Strips, 8/16"	1,600'
1/4" 1st & 2d. 6" to 9"	5/4" Cl. Strips, 8/16"	600'
5/4" 1st & 2d. 6" to 9"	6/4" Cl. Strips, 8/16"	1,000'
5/4" 1st & 2d. 10" & up.	8/4" Cl. Strips, 8/16"	1,300'
5/4" 1st & 2d. 12" & up.	10 to 12/4" Squares	700'
5/4" 1st & 2d. 6" to 9"	NEW ORLEANS YARD	
5/4" 1st & 2d. 10" & up.	4/4" 1s&2s, 6-10"	8-16' 60,609'
5/4" 1st & 2d. 12" & up.	4/4" 1s&2s, 6-10"	18-20' 5,500'
8/4" 1st & 2d. 6" to 9"	5/4" 1s&2s, 6-10"	8-16' 13,441'
8/4" 1st & 2d. 10" & up.	6/4" 1s&2s, 6-10"	8-16' 1,055'
8/4" 1st & 2d. 12" & up.	8/4" 1s&2s, 6-10"	8-16' 70,400'
10/4" 1st & 2d. 6" & up.	10/4" 1s&2s, 6-10"	8-12' 36,305'
10/4" 1st & 2d. 10" & up.	12/4" 1s&2s, 6-10"	14-16' 30,497'
12/4" 1st & 2d. 6" & up.	12/4" 1s&2s, 6-10"	8-12' 8,097'
12/4" 1st & 2d. 10" & up.	12/4" 1s&2s, 6-10"	14-16' 13,800'
11/4" 1st & 2d. 6" & up.	16/4" 1s&2s, 6-10"	8-16' 4,283'
11/4" 1st & 2d. 10" & up.	20/4" 1s&2s, 6-10"	8-16' 2,963'
16/4" 1st & 2d. 6" & up.	4/4" 1s&2s, 6-10"	18-20' 5,600'
16/4" 1st & 2d. 10" & up.		

Dudley Lumber Company

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH			
1" 1sts and 2ds.....	14,000'	10/4" No. 1 Common.....	18,000'
5/4 1sts and 2ds.....	20,000'	12/4" No. 1 Common.....	17,000'
8/4 1sts and 2ds.....	32,000'	16/4" No. 1 Common.....	13,000'
1" Select & Btr.....	26,200'	4/4" No. 2 Common.....	44,000'
5/4 Select & Btr.....	21,800'	5/4" No. 2 Common.....	30,000'
10/4" No. 1 Com. & Btr.....	75,000'	6/4" No. 2 Common.....	24,000'
10/4" No. 1 Com. & Btr.....	34,000'	8/4" No. 2 Common.....	28,000'
12/4" No. 1 Com. & Btr.....	18,000'	10/4" No. 2 Common.....	25,000'
14/4" No. 1 Com. & Btr.....	15,900'	12/4" No. 2 Common.....	16,000'
16/4" No. 1 Com. & Btr.....	24,920'	4/4 to 10/4 Sd. Wormy	1 car
4/4" No. 1 Common.....	33,960'	6/4 to 16/4 No. 3 Com.	1 car
5/4" No. 1 Common.....	40,000'	A limited amount of 10" and 12" up Select & Better 4/4 to 16/4 Ash.	
6/4" No. 1 Common.....	20,950'		
8/4" No. 1 Common.....	50,000'		

ANTICIPATE your requirements. Keep in mind CAR SHORTAGE and FREIGHT RATE INCREASE. Wire at our expense.

Thompson-Katz Lumber Co.

ASH			
10/4" No. 1 Common.....	3,000'	4/4" No. 2 Common.....	6,700'
5/4" No. 2 Common.....	4,000'	5/4" No. 2 Common.....	25,000'
8/4" No. 2 Common.....	28,000'	6/4" No. 2 Common.....	2,700'
16/4" Com. & Btr.....	13,000'	QTD GUM SND	
CYPRESS		8/4" Com & Btr.....	55,000'
4/4" Shop & Btr.....	12,000'	PLAIN RED GUM	
5/4" Shop & Btr.....	9,000'	4/4" 1s & 2s.....	2,500'
6/4" Shop & Btr.....	7,000'	1/4" No. 1 Common.....	5,000'
8/4" Shop & Btr.....	6,000'	5/4" No. 1 Common.....	30,000'
ELM		8/4" No. 2 Common.....	3,000'
4/4" Log Run.....	5,000'	QTD RED GUM	
5/4" Log Run.....	6,000'	4/4" 1s & 2s.....	3,000'
6/4" Log Run.....	6,000'	5/4" 1s & 2s.....	4,000'
10/4" Log Run.....	1,000'	8/4" Com. & Btr.....	45,000'
12/4" Log Run.....	13,000'	4/4" No. 1 Common.....	3,500'
SAP GUM		5/4" No. 1 Common.....	4,200'
4/4" 1s & 2s.....	65,000'	6/4" No. 1 Common.....	1,000'
5/4" No. 1 Common.....	60,000'	PLAIN RED OAK	
6/4" No. 1 Common.....	6,500'	4/4" 1s & 2s.....	18,000'
8/4" No. 1 Common.....	6,700'	5/4" 1s & 2s.....	6,000'
5/4" No. 1 Common.....	25,000'	6/4" 1s & 2s.....	4,000'
6/4" No. 1 Common.....	2,700'	4/4" No. 1 Common.....	36,000'
		5/4" No. 1 Common.....	20,000'

Welsh Lumber Company

Regular Widths and Lengths, Thoroughly Air Dry

SAP GUM		QUARTERED SAP GUM	
4/4" 1st & 2nd.....	100,000'	12/4" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Common.....	100,000'		
PLAIN RED GUM		SAP GUM	
6/4" No. 1 Common.....	100,000'	1/4" No. 2 Common.....	100,000'
QUARTERED RED GUM			
6/4" No. 1 Com & Btr.	50,000'		
PLAIN WHITE OAK		ELM	
5/8" No. 1 & No. 2 Com	100,000'	12/4" Log Run.....	90,000'

Kellogg Lumber Company INCORPORATED

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr. 1 car	5/4" No. 1 Common..... 3 cars
5/4" No. 1 Com. & Btr. 1 car	6/4" No. 1 Common..... 3 cars
6/4" No. 1 Com. & Btr. 2 cars	8/4" No. 1 Common..... 3 cars
8/4" No. 1 Com. & Btr. 4 cars	10/4" No. 1 Common..... 1 car
10/4" No. 1 Com. & Btr. 3 cars	4/4" No. 2 Common..... 2 cars
12/4" 1s & 2s..... 1 car	5/4" No. 2 Common..... 1 car
12/4" No. 1 Com. & Btr. 2 cars	6/4" No. 2 Common..... 1 car
16/4" No. 1 Com. & Btr. 1 car	8/4" No. 2 Common..... 1 car
1 1/4" No. 1 Common..... 1 car	4/4" No. 3 Common..... 5,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths

New Albany, Miss.		PLAIN RED OAK	
COTTONWOOD		4/4" FAS.....	85,000'
4/4" Log Run.....	4,000'	4/4" No. 1 Com.....	222,000'
PLAIN RED GUM		PLAIN WHITE OAK	
4/4" FAS, Reg.....	9,000'	1/4" FAS.....	68,000'
4/4" No. 1 Com, Reg.....	46,000'	4/4" No. 1 Com.....	265,000'
QTD. WHITE OAK		QTD RED OAK	
4/4" No. 2 Com&Btr.....	24,000'	4/4" FAS.....	20,000'
8/4" No. 2 Com&Btr.....	5,000'	4/4" No. 1 Com.....	53,000'
PLAIN RED & WHITE OAK		QTD RED & WHITE OAK	
8/4" No. 1 & 2 Com.....	25,000'	4/4" Sound Wormy.....	28,000'
New Houka, Miss.		QTD. WHITE OAK	
PLAIN SAP GUM		4/4" FAS.....	185,000'
4/4" No. 2C&Btr.....	16,000'	4/4" No. 1 Com.....	191,000'
4/4" FAS.....	32,000'	RED & WHITE OAK	
4/4" No. 1 Com.....	81,000'	SWITCH TIES	
4/4" No. 2 Com.....	26,000'	7" 9" 9 to 20'.....	276,000'
4/4" Boxboards, 13-17.....	25,000'		
4/4" Boxboards, 9 to 12.....	35,000'		

Ferguson & Palmer Company

Furniture Stock

CLEAR OAK		Lumber	
2x2x 19".....	2 cars	8/4" No. 1 Com & Btr.	2 cars
1x1x1 1/2"-19".....	1 car	8/4" No. 2 Com & Btr.	1 car
1x1x1 1/2"-19".....	1 car	4/4" No. 2 Com & Btr.	2 cars
2x2-30".....	2 cars	4/4" No. 2 Com. & Btr. Tie	
3x3 30".....	1 car	Siding, 8".....	50,000'
1x4x2-36" & 40".....	1 car	GUM	
CLEAR SAP GUM		8/4" No. 1 Com & Btr. Old	
2x2-30".....	1 car	Sap.....	100,000'
2x2x2 1/2" & 3x3 30".....	1 car	1/4" No. 2 Com & Btr. Sap	150,000'

Wagon Stock

NO. 1 OAK	
2x1 & 1x1 12" Poles.....	1 car
2x1-10" Reaches.....	1 car
3x4x1 1/2" Bolsters.....	1 car
Axles, Poles and Reaches	
(Standard Sizes).....	2 cars

ALL FOR PROMPT SHIPMENT

C. B. COLBORN Memphis, Tenn. Dimension Stock

ASH		8/4" Com. & Btr. SND..... 5 cars	
4/4" No. 1 Com & Sel.....	3 cars	YELLOW CYPRESS	
4/4" No. 2 Common.....	6 cars	4/4" Selects.....	1 car
12/4" No. 1 Com. & Btr. 1 car		4/4" Shop.....	3 cars
COTTONWOOD		6/4" Shop & Btr.....	1 car
4/4" FAS, 6-12".....	2 cars	8/4" Shop & Btr.....	1 car
4/4" FAS 13" & Wider.....	2 cars	PLAIN WHITE OAK	
4/4" No. 1 Com. & Sel.....	3 cars	1 1/4" FAS.....	6 cars
4/4" Box Boards, 9-12".....	1 car	1/4" No. 1 Com & Sel.....	10 cars
4/4" Box Boards, 13-17".....	1 car	QUARTERED WHITE OAK	
PLAIN SAP GUM		4/4" FAS.....	5 cars
1/4" No. 1 Com & Sel.....	5 cars	4/4" No. 1 Com. & Sel.....	8 cars
4/4" Box Boards, 9-12".....	1 car	PLAIN RED OAK	
4/4" Box Boards, 13-17".....	1 1/2 car	1 1/4" FAS.....	7 cars
8/4" Com. & Btr.....	5 cars	4/4" No. 1 Com. & Sel.....	15 cars
PLAIN RED GUM		4/4" No. 2 Common.....	10 cars
1 1/4" FAS.....	2 cars	5/4" FAS.....	3 cars
1/4" No. 1 Com & Sel.....	9 cars	5/4" No. 1 Com. & Sel.....	2 cars
1 1/4" No. 2 Common.....	6 cars	6/4" FAS.....	2 cars
7/4" FAS.....	1 car	6/4" No. 1 Com. & Sel.....	2 cars
5/4" No. 1 Common.....	1 car	QUARTERED RED OAK	
QUARTERED RED GUM		4/4" No. 1 Com. & Sel.....	1 car
8 1/4" Com & Btr.....	8 cars		

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

MANUFACTURERS AND WHOLESALE SOUTHERN HARDWOODS

Regular Widths and Lengths

ASH	6 1/4" No. 1 C&B. 4 mo. 2 cars
8/4" No. 1 C&B. 3 mo. 1 car	QTD. RED GUM, S. N. D.
10/4" No. 1 C&B. 3 mo. 1 car	RED OAK
12/4" No. 1 C&B. 3 mo. 1 car	4/4" FAS. 4 mo. 2 cars
16/4" No. 1 C&B. 3 mo. 1 car	4/4" No. 1 Com. 5 cars
	4/4" No. 2 Com. 6 cars
	12/4" No. 1 C&B. 12 mo. 2 cars
COTTONWOOD	4/4" No. 1 C&B. 6 mo. 5 cars
4/4" BB. 13-17". 4 mo. 2 cars	SOFT MAPLE
4/4" BB. 9-12". 4 mo. 3 cars	10/4" Log Run. 10 mo. 3 cars
4/4" FAS. 13" up. 4 mo. 2 cars	WHITE OAK
4/4" FAS. 6-12". 4 mo. 5 cars	10/4" No. 1 C&B. 8 mo. 2 cars
4/4" No. 1 Com. 4 cars	SYCAMORE
RED GUM	WILLOW
6/4" FAS. 4 mo. 1 car	4/4" No. 1 C&B. 6 mo. 5 cars
6/4" No. 1 Com. 2 cars	
SAP GUM	
5/4" No. 1 C&B. 4 mo. 4 cars	

Johnson Bros. Hardwood Co.
(OUR NAME IS EASY TO REMEMBER)
1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

RED GUM	8/4" No. 2 Common. 20,000'
6/4" No. 1 Common. 14,000'	10/4" No. 2 Common. 8,000'
R. S. SAP GUM	QUARTERED WHITE OAK
8/4" FAS. 16,000'	4/4" FAS. 14,000'
8/4" No. 1 Common. 18,000'	5/4" FAS. 11,000'
SAP GUM	6/4" FAS. 15,000'
4/4" No. 1 Common. 48,000'	4/4" No. 1 Common. 17,000'
5/4" No. 1 Common. 15,000'	5/4" No. 1 Common. 19,000'
PLAIN RED OAK	6/4" No. 1 Common. 26,000'
4/4" No. 1 Common. 47,000'	8/4" No. 1 Common. 12,000'
5/4" No. 1 Common. 12,000'	4/4" No. 2 Common. 26,000'
6/4" No. 1 Common. 22,000'	5/4" No. 2 Common. 11,000'
8/4" No. 1 Common. 14,000'	POPLAR
10/4" No. 1 Common. 28,000'	4/4" No. 1 Common. 64,000'
4/4" No. 2 Common. 62,000'	6/4" No. 1 Common. 21,000'
5/4" No. 2 Common. 27,000'	4/4" No. 2 Common. 26,000'
6/4" No. 2 Common. 18,000'	5/4" No. 2 Common. 23,000'
	6/4" No. 2 Common. 12,000'
	8/4" No. 2 Common. 41,000'

Goodlander-Robertson Lbr.Co.

SPECIAL LIST—Prices F. O. B. Cairo, Ill.

1 car 1" No. 2 Com. & Btr. Qtd. White Oak. \$ 75.00, \$130.00, \$195.00	4/4" Sound Wormy 1 car
1 car 1" No. 1 Com. & Btr. Qtd. Red Oak. . 125.00, 175.00,	QUARTERED RED OAK
1 car 1" No. 2 Com. Qtd. Red Oak. 60.00,	4/4" No. 1 Common. 3 cars
1 car 1" No. 1 Com. & Btr. Cottonwood. . . . 60.00, 78.00	SOUTHERN ELM
1 car 1" No. 2 Com. & Btr. Red Gum. 50.00, 90.00, 130.00	8/4" L. R. 20' No. 2. 3 cars
RED AND SAP GUM	10/4" L. R. 20% No. 2. 2 cars
Can furnish Red Gum and Sap	12/4" L. R. 20% No. 2. 6 cars
Gum, 4/4", 5/4", 6/4" and	COTTONWOOD
8/4" Plain and Quartered, all	4/4" 1sts & 2nds. 1 car
grades, thoroughly dry stock,	4/4" No. 1 Common. 4 cars
straight or mixed cars. Write or	5/4" No. 1 Common. 2 cars
wire for prices.	MISCELLANEOUS
PLAIN OAK	4/4" Log Run Sycamore. . . 2 cars
4/4" 1sts & 2nds. 2 cars	5/4" No. 1 Shop Cypress. . 2 cars
4/4" No. 1 Common. 6 cars	
4/4" No. 2 Common. 5 cars	
8/4" No. 1 Com. & Btr. 3 cars	
10/4" No. 1 Com. & Btr. 2 cars	
12/4" No. 1 Com. & Btr. 1 car	
8/4" Sound Wormy 2 cars	

Moyer-Shafer Hardwood Co.

QUARTERED SAP GUM	6/4" No. 1 Common. 25,000'
4/4" Com. & Btr. 50,000'	6/4" No. 2 Common. 50,000'
5/4" Com. & Btr. 50,000'	
6/4" Com. & Btr. 50,000'	QUARTERED RED GUM
PLAIN SAP GUM	4/4" No. 1 Common. 50,000'
4/4" No. 1 Com & Sel. 200,000'	6/4" No. 1 Common. 50,000'
4/4" No. 2 Common. 50,000'	8/4" No. 1 Common. 50,000'
4/4" No. 3 Common. 100,000'	
5/4" 1s & 2s. 100,000'	PLAIN WHITE OAK
5/4" No. 1 Com. & Sel. 50,000'	1/4" 1s & 2s. 50,000'
5/4" No. 2 Common. 35,000'	4/4" No. 1 Common. 100,000'
6/4" No. 2 Common. 100,000'	1/4" No. 2 Common. 100,000'
6/4" No. 3 Common. 100,000'	4/4" No. 3 Common. 100,000'
PLAIN RED GUM	QUARTERED WHITE OAK
4/4" 1s & 2s. 50,000'	4/4" No. 1 Common. 50,000'
4/4" No. 1 Common. 50,000'	4/4" No. 2 Common. 35,000'
4/4" No. 2 Common. 50,000'	PLAIN RED OAK
5/4" No. 1 Common. 100,000'	4/4" No. 1 Common. 50,000'
	4/4" No. 2 Common. 50,000'

Geo. C. Brown & Co.

ASH

10/4" Com. & Btr. 100,000'
5/4" No. 1 Common. 50,000'
COTTONWOOD
4/4" No. 1 Common. 150,000'
ELM
8/4" Log Run 150,000'
10/4" Log Run 30,000'
12/4" Log Run 50,000'
PLAIN RED GUM
4/4" FAS. 50,000'
QTD. RED GUM (SND)
6/4" Com. & Btr. 150,000'
8/4" Com. & Btr. 200,000'
10/4" Com. & Btr. 200,000'
12/4" Com. & Btr. 150,000'
PLAIN SAP GUM
5/4" Com. & Btr. 150,000'
4/4" No. 1 Common. 100,000'
6/4" No. 1 Common. 60,000'
QUARTERED RED OAK
5/4" FAS. 50,000'
4/4" No. 1 Common. 100,000'

PLAIN RED OAK

4/4" FAS. 50,000'
5/4" FAS. 50,000'
4/4" No. 1 Common. 200,000'
5/4" No. 1 Common. 150,000'
6/4" No. 1 Common. 50,000'
4/4" No. 3 75,000'
4/4" Sound Wormy 150,000'
5/4" Sound Wormy 75,000'
6/4" Sound Wormy 50,000'
PLAIN WHITE OAK
6/4" FAS. 25,000'
6/4" No. 1 Common. 100,000'
QUARTERED WHITE OAK
4/4" FAS. 50,000'
5/4" FAS. 50,000'
4/4" No. 1 Common. 200,000'
5/4" No. 1 Common. 100,000'
6/4" No. 1 Common. 200,000'
8/4" No. 1 Common. 65,000'

GAYOSO LUMBER CO.

Specializing in
**KILN DRIED
HARDWOODS**

We have kiln capacity of approximately
One Million Feet Per Month
James E. Stark & Co., Inc.

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Band Mill—BUDE, MISS.
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WHITE AND RED OAK, POPLAR,
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KILN DRIED
Southern Hardwoods
THE OUTPUT OF FIVE
MILLS & MEMPHIS YARD
Tustin Hardwood Lumber Co.
SEND US YOUR INQUIRIES

HARDWOODS



"HOOSIER HAVE MADE

*If
you
knew*

What our Bulletin
Service was doing for
your competitor in

the lumber business

you'd not only want the
service yourself, but
you'd have it.

Let Us Tell You About It

Hardwood Record
CHICAGO

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

**White Oak
Red Oak
Poplar
Hickory**

**Elm
Maple
Gum
Sycamore**

**Ash
Walnut
Cherry
Chestnut, etc.**

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

S.P. COPPOCK & SONS
LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

INDIANA HARDWOODS

HARDWOODS HISTORY

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Our specialty is 5/8 lumber, all band sawed edged and trimmed and produced from the finest logs that we are able to secure. We offer for prompt shipment:

5/8 Selects Pl. White Oak.....	20,000
5/8 No. 1 Com. Pl. White Oak.....	30,000
5/8 No. 1 Com. White Ash.....	20,000
5/8 No. 1 Com. Poplar.....	80,000
5/8 No. 2 Com. Poplar.....	50,000

OTHER THICKNESSES

4/4 Saps & Selects Poplar.....	40,000
4/4 No. 1 Com. Poplar.....	200,000
4/4 No. 2A Com. Poplar.....	30,000
5/4 No. 1 Com. Poplar.....	40,000
4/4 No. 2 Com. & Btr. Poplar.....	300,000

Write for Complete List with Prices

North Vernon Lumber Mills
NORTH VERNON, IND.



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY
Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

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and carry large stocks of:

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QTD. RED OAK	HICKORY, WALNUT	
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

MALEY & WERTZ
EVANSVILLE, INDIANA

Ask Grandad. He Used Them

MICHIGAN MAPLE

Lower Peninsula Hard Rock Variety

We call your attention to the following
well assorted list of Dry Stock

4/4 FAS	75,000'
4/4 No. 1 Common & Better.....	250,000'
5/4 FAS	48,000'
5/4 Select	22,000'
5/4 Select & Better.....	27,000'
5/4 No. 1 Common & Better.....	195,000'
5/4 No. 1 Common.....	125,000'
6/4 FAS	32,000'
6/4 Select	69,000'
6/4 No. 1 Common.....	55,000'
6/4 No. 1 Common & Better.....	108,000'
8/4 FAS	82,000'
8/4 Select & No. 1 Common.....	148,000'
8/4 No. 1 Common & Better.....	240,000'
10/4 No. 1 Common & Better.....	175,000'
12/4 No. 1 Common & Better.....	60,000'
16/4 No. 1 Common & Better.....	55,000'

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Our Facilities Include
SIXTEEN MODERN DRY KILNS

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Bigelow-Cooper Co.
BAY CITY, MICHIGAN

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HARDWOOD RECORD

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THE HARDWOOD COMPANY

Edwin W. Meeker, Vice Pres. and Editor

H. F. Ake, Secretary-Treasurer

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537 So. Dearborn St., CHICAGO

Telephone : Harrison -8087



Vol. L

CHICAGO, OCTOBER 25, 1920

No. 1

Review and Outlook

General Market Conditions

SO LITTLE CHANGE of definite character has occurred since the last report that it was the intention of the editors of HARDWOOD RECORD to confine their efforts this issue to a general discussion of probable market tendencies. At the moment the report was being prepared, the Brookmire bulletin of October 18 was received, which on its first page published a market policy statement so patly expressing the ideas of HARDWOOD RECORD editors that it has been concluded to reproduce this policy intact. It follows:

"After seven consecutive months of wholesale price recessions there are few who deny that liquidation is upon us with increasing force. A decline of about 19 per cent from the peak has come about in those seven months with most commodities exhibiting extreme weakness and very few in anything but routine demand.

"Since general recognition has at last been given to the fact of liquidation, the questions now uppermost in the minds of business men are:

"1—The probable extent of the downward movement, and

"2—The time when improved conditions may be expected.

"The extent of the downward movement is wholly dependent on the time when the attitude of the buying public will change. It was this factor which was largely responsible for the radical rise in prices in the past year. Heavy buying power created an unusually heavy demand for goods irrespective of cost which led to the popular conception that such an orgy would last indefinitely. Now, however, there is a change in the attitude of the buying public, and cost has again become the dominant factor to consumers. Falling markets rarely steady themselves until after a protracted period of depression, and our fundamental guides show no evidence of improved conditions for six months or more.

"There are very few items in our Buyers Guide which at this time should be bought except for current needs, but some few items which have liquidated so radically that buyers should pay careful attention to their future movements. Of these, rubber, hides, coffee, sugar, jute and burlap may be mentioned. Some items which develop seasonal strength at this time of the year, such as dairy products and meats, should be bought for a few months ahead at the least. The metals, textiles, building materials, industrial chemicals, grains and oils seem to us certain to reach lower levels, and forward buying in these lines in heavy quantities should be avoided.

"It was never more true than now that the only way that business

can be done safely is to maintain as small stocks as possible of all kinds of goods, whether in the raw or manufactured state, to hold the largest amount of ready capital that can be accumulated; to increase efficiency in production methods and selling organizations, while reducing overhead expenses except where such reductions would wreck efficient production forces. This procedure if well handled will enable business to weather the storm and stress of the coming months when the capacity of business men will be put to the severest strain it has undergone for many years.

"Some evidence exists that a measure of relief has come to the banking situation in that the demands for money for crop movements have not been nearly so heavy as were anticipated, largely perhaps because of the small volume of such crops that have been moved so far. Every week that passes now gives hope that the banking situation will continue to improve and that the period of greatest strain has passed. The transportation situation has also shown an improvement, both in the tonnage hauled and the increasing efficiency of railroad labor. The labor question generally is being solved by forces which will not be denied. The fear of unemployment has tended to eliminate strikes while increasing efficiency in production and the willingness to accept somewhat lower wages on the part of industrial workers is seen. These developments are evidences of a gradually returning sanity and an acceptance of the logic of hard facts, coupled with the desire to meet the situation in a spirit of helpfulness and co-operation which makes for mutual benefit."

Buying policy for the present must be strictly conservative in accordance with the dictates of declining markets, while at the same time preparation should be made to take advantage of the time when a new era of prosperity will begin.

The above statement clearly expresses the situation. We are still in a period of expectancy, but there is developing certain though not emphatic evidence that hardwood values will not go much lower than at present. Behind the continued softening is a combination of circumstances including poor business among the consumers and an antagonistic attitude among other important purchasers of hardwood lumber.

Seemingly, the country at large has accepted the theory that the election will see the turning point towards stabilization leading to renewed demand in the early spring.

In its last issue HARDWOOD RECORD maintained that one of the most obstinate clogs in the readjustment movement is the retail element

which is not as yet basing on the manufacturer's reductions. There is evidence that in certain sections considerable progress has been made in this direction, but **HARDWOOD RECORD** still maintains that in general retail prices do not as yet reflect whole-hearted acceptance of manufacturers' revised figures. No genuine improvement can be expected until retailers have fully adjusted themselves to the new levels, thus making it evident that prices have reached the lowest point.

In the meantime, confidence in an early adjustment for the better is maintained by the obvious vastness of potential demand.

Why Not Optimism?

THE "SURVEY OF NATIONAL CONDITIONS" made by Franklin K. Lane, former secretary of the interior, for the Fidelity and Deposit Company of Baltimore, while it resulted in a very interesting statement, made no particularly unique nor startling disclosures. It merely confirmed the common sense view of current conditions. For instance, Mr. Lane declared that "economically the United States is shown to be better off than any other country in the world." This we all know; and we would be even more prosperous than we are, if Europe were not virtually bankrupt and unable to buy from us the raw and manufactured materials, which she so urgently needs, and which we are so well prepared to deliver.

He declares further that "the country is on a sound economic basis, and there is generally a spirit of confidence in the future, regardless of the outcome of the election." Of course the country is on a sound economic basis; its opulent fund of national resources has hardly been touched; it is the best organized country industrially in the world; it has a larger percentage of sane, hardworking, loyal citizens than any other country in the world; it has the most stable and more nearly perfect Government in the world; though already the richest nation in the world, it has been fattening for six years on the sale of enormous volumes of commodities at extraordinarily high prices to the other nations of the world; its citizens enjoy the highest compensation for their labor and the best scale of living of any people in creation; their pockets are stuffed with money.

"The business outlook," Mr. Lane continues, "appears to be good in every section. Wholesalers and retailers view the fall and winter optimistically. The retailer is finding that the consumer is looking forward without fear to the winter, and his purchases from the wholesaler are founded upon that optimism. From the simple toiler up through the tradesman to the industry and the financier there runs the connected feeling of confidence."

And why shouldn't every American be optimistic? He would indeed be an ingrate if he were not, viewing the misery of Europe, terribly mutilated in all her parts by five years of war, so deeply wounded that her thinkers ask, "Is not Europe dying," and then reflect upon his own happy condition. He should thank God every day that he is an American and wonder why he received such

unexampled blessings. He should try to be worthy of his good fortune by being happy.

The present posture of economic affairs in our country is perfectly healthy and not pathological. The readjustment from a period of abnormality—of war prices, war wages, war waste and war extravagance—is in process, further complicated by a presidential campaign. Naturally buying is not going to be feverishly active on a falling market; naturally conservatism will prevail until the deflation process has been completed and the new conditions have fully developed. This will only take a few months and then the stream of our commerce and industry will freshen and move forward in the calm and irresistible current of its habit. It will not travel with the speed of flood waters, as it has for the past few years, but the normal course of its progress will be much better for all concerned.

If only Europeans could be as certain of their future as Americans, they would probably be exceedingly optimistic.

The Open or the Closed Shop?

SHOULD A MAN, who, for his own good reasons does not desire to join a trade union, be denied the privilege of seeking employment? Divergent answers to this question are the basis for most present disputes between employers and labor. The closed shop movement has struck many snags during the past year. The country today, though, is faced with this undemocratic demand aimed at a vital spot.

Attention is specifically directed to this menace in a resolution passed last week by the Northern Hemlock and Hardwood Manufacturers' Association in meeting at Milwaukee. The resolution pledges the association and its members to the open shop. It points out that prior to government control there were but four or five organized brotherhoods of railroad employes, whereas now there are seventeen. These unions are bringing tremendous pressure to bear on the Labor Adjustment Board for the purpose of unduly advancing wages and virtually bringing about a closed shop.

The resolution urges the board to "stand firmly and squarely for the open shop in all matters coming before it for adjustment," and further urges that "in the adjustment of future wage disputes the rights of the public to transportation expense based on reasonable labor costs be considered paramount."

The unquestioned opinion of the country at large on this vital issue should be expressed in definite terms wherever and whenever opportunity presents itself. The strength of the sentiment against the closed shop should be brought squarely to the attention of the labor adjustment board at Washington.

It remains to be seen whether the tide of European immigration now flooding the country, together with reduction in demand for commodities, will be able to reduce the cost of labor by the law of supply and demand, in spite of the strength of union labor.

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Supreme Court Hears Hardwood Appeal

(Special Dispatch)

The United States Supreme Court Wednesday and Thursday heard arguments in the now famous hardwood lumber case known as the case of the American Column & Lumber Company et al., against the United States of America, but definitely is connected with the activities of all trade associations.

The case is an appeal from the final decree of the district court at Memphis, Tenn., in a proceeding brought by the United States under the Sherman Anti-trust Act to enjoin an alleged combination to enhance the price of hardwood lumber. The case involves the legality of the practice of members of an industry interchanging with each other at regular intervals reports showing past sales and prices and stocks on hand; generally referred to as the "open competition plan" or the "open price plan."

The defendants in the proceeding are corporations and individuals, members of the American Hardwood Manufacturers' Association and R. Gadd, manager of statistics of the association.

General L. G. Boyle and G. Carroll Todd are attorneys for the lumber association.

The essence of the charge made by the bill and sustained by the court below, Judge Boyle told the court, is that from January, 1919, down to the time of the filing of the bill, the defendants were engaged in a conspiracy to maintain and enhance the price of hardwood lumber, first by substituting agreements as to price in place of competition; and second, by curtailing production, and that the principal means employed to bring about such agreements as to price and such curtailment of production were "stock reports" and "sales reports" and "production reports," issued by the association.

Charge Not Sustained

Judge Boyle told the court that the evidence in the case fails to establish that the defendant lumbermen conspired to maintain or enhance the price of hardwood lumber by substituting agreements as to prices in place of competition or by curtailing production. "The market rise in the price of hardwood lumber which occurred in the latter half of 1919 and the early months of 1920," said Judge Boyle, "while the defendants were associates in this interchange of reports of stock on hand and past sales and prices is on its face the most serious aspect of the case."

"The record shows, however," he continued, "that the rise in prices which occurred during this period was brought about by natural causes, as follows: First, by low stocks due to enforced inactivity of the sawmills during the war; second, by the final breaking loose, in extraordinary volume, of the pent-up demand which had accumulated during the war when the industries using hardwood lumber were under Government restriction, and during the period of hesitation which followed the armistice; and third, by reduced production due principally to abnormal rainfall in a large part of the hardwood section of the southern and southwestern States.

"The result of this conjunction of causes was literally a frenzied market in which buyers bid against each other and in which the sellers were able to obtain whatever prices they were pleased to ask."

Judge Boyle pointed out his argument that since the charges have been made against the lumbermen by the Government and since the case has been decided by the District Court, The Forest Service, after a careful study of the conditions, officially has reported that the rise in the price of hardwood lumber during the period being considered in the case was due to natural causes. The Forest Service made this report in answer to a Senate resolution.

Logic Urged Full Output

He argued that it is fanciful to suppose that the defendants in this case, controlling less than a third of the output, would agree to curtail their production when the undisputed evidence is that there was a demand for full production at high prices. It is still more fanciful,

he said, to suppose that there could have been any such agreement when there was the greatest disparity in the rate of production of the parties, some producing to the limit of their capacity, others at less than half, owing to varying conditions of the weather.

In taking up the Government's attitude relative to the meetings of the lumber association Judge Boyle pointed out in determining the weight to be given to what took place at these meetings as evidence of an unlawful conspiracy, it must be remembered that the attendance was small and that the meetings were not secret. He said they were not even confined to members of the association, but were open to the public and were attended by lumbermen not in the association and by representatives of the press.

Judge Boyle pointed out that the absence of complaint by customers or competitors as to prices, which the Government alleged were too high, is a relevant circumstance in this case. It has not been shown, Judge Boyle said, that the alleged combination had the power to bring about an advance in prices, which the Government charged against it.

In connection with the market reports involved in this case and emanating from the statistical division of the lumber association, Judge Boyle told the court that it probably is true that the large lumber manufacturers could take care of themselves if this plan were abolished. The large lumber manufacturers would be able to keep in touch with market conditions, he said, through their various agencies, but the small manufacturers depended on these reports to keep informed as to market conditions.

"We dispute the proposition, however, that because accurate knowledge of market conditions may enable producers at times to realize higher prices, it is, therefore, unlawful to associate for the purpose of obtaining such knowledge," said Judge Boyle.

Henry S. Mitchell, acting assistant attorney general, told the court that the Government contends in this case that the defendants conspired together, agreeing to conduct their co-operative activities, "with the purpose of suppressing competition and maintaining and enhancing prices and in such manner as to effectuate that purpose."

According to Mr. Mitchell, Judge Boyle's brief does not deal directly with the evidence, showing that the purpose was to suppress competition and to maintain and enhance prices, but seeks, indirectly, as Mr. Mitchell argued, to avoid the effect of such evidence.

Northern Manufacturers Pledge to Open Shop

One of the most important actions taken at the quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association, in Milwaukee, Wis., October 14, was the adoption of a resolution placing the association on record as "in favor of the open shop plan at all times and under all conditions."

The members promised and pledged themselves "at all times to maintain an open shop." And further, they urged the Labor Adjustment Board, created by the Esch-Cummins Act "to stand firmly and squarely for the open shop in all matters coming before the board for adjustment" and "in the adjustment of future wage disputes, that the rights of the public to transportation expense based on reasonable labor costs be considered paramount."

The resolution stated that "prior to government control and operation of railroads, management had to meet only four or five organized brotherhoods of labor employed by railroads," but "during government operation railroad labor organizations were increased to seventeen in number." As a consequence "pressure through all these unions is being brought to bear on the Labor Adjustment Board . . . to unduly advance wages and to bring about virtually a closed shop."

The resolution was proposed by A. L. Osborn, chairman of the bureau of transportation and legislation.

South's Production Very Low

Curtailment of hardwood lumber production is even more extensive now than it was a fortnight ago. This applies not only to the immediate Memphis territory but to the entire southern hardwood field. Firms which announced, two weeks ago, that they would run their plants normally have changed their minds and are joining the procession of those who have declared in favor of curtailment. It is conservatively estimated that production of southern hardwoods, by the middle of November, will be something like 25 to 33 per cent of normal, and that, by the end of the current year, it will be almost at a standstill unless there is a general revival of buying such as is not now indicated.

Nickey Brothers, Inc., have closed down their big rotary veneer plant in East Memphis almost entirely, while they have likewise laid off their entire night force at their hardwood mill here. They said two weeks ago they were forced to continue operations, regardless of market and other conditions, because of timber and logging contracts, but they have since laid off more than 140 men. The Green River Lumber Company, affiliated with the Nickey interests, has closed down its band mill here for repairs, and it is estimated that something like two months will be required to complete these. George C. Brown & Company, Proctor, Ark., and Lake Village, Ark., have suspended logging operations and will close down their plants as soon as logs now on hand have been converted into lumber. The Lamb-Fish Lumber Company, Charleston, Miss., has announced a similar policy. And so it goes.

Lumber manufacturers are not closing down their activities in the logging and producing line because they want to. They are doing so because they are forced by circumstances, over which they have no control, to take this course. There is almost complete absence of demand, which means that the off-take is extremely small. The small off-take, in turn, means that practically no money is received from the sale of lumber with which to finance current operations. Credit conditions are extremely tight still and, with this situation, the problem of financing current operations is a rather serious one. The average lumberman prefers to solve this problem by shutting down his current activities and thus eliminating the need of raising the necessary funds. The lumberman who said some days ago that "there is necessarily a limit to the piling up of hardwood lumber for which there is no demand" spoke a lot of wisdom in a very few words. This is one angle.

Present Market Means Loss

Another is found in the fact that, at present prices, lumber cannot be produced except at a loss. Labor is commanding almost as high a price as at any time this year. Feed is a little cheaper, but the logs on which mills are now working were purchased at high prices earlier in the summer or were cut and hauled to the right-of-way of the railroads with men and teams that commanded practically top wages and that consumed feed that brought almost record figures. Logs were brought out or purchased on the basis of the high prices lumber itself commanded at the time, and the whole trouble now lies in the fact that prices on hardwood lumber have hit the toboggan so hard that there is little basis for comparison between prices prevailing now and those that were available even three or four months ago. Lumber manufacturers are, in fact, from the standpoint of the cost of the unworked logs they have on hand, very much in the position of the manufacturers of furniture and other wood products who are carrying stocks of lumber purchased before the decline made itself felt. Furniture manufacturers are not finding life very rosy at the moment. Neither are manufacturers of hardwood lumber.

Lumbermen have, in many instances, too, been called upon to face a heavy loss in another direction. The railroads have furnished very indifferent log-car service during the past few months. There are only one or two exceptions to this statement in the entire

southern field. The Missouri Pacific officials announced in St. Louis a few days ago, in a conference with representatives of the Southern Hardwood Traffic Association, that they had furnished but 11 per cent of the flat cars required for log loading on their lines. Some of the other railroads have made equally poor showing. As a result there are millions of feet of logs on the rights-of-way of railroads in the southern field, including the west side lines, that have suffered almost irreparable damage from insects and too-long exposure to the weather. These logs were cut and hauled at heavy expense and their loss, through depreciation, falls heavily on the shoulders of those who were so unfortunate as to have been responsible for their having been placed in process of removal from the forests to the mills. Some firms here admit that they are not able to make anything beyond relatively low-grade lumber from these damaged logs, while some others admit that the timber is so badly decayed that it cannot be worked at all. One of the largest manufacturers of hardwood lumber in the South says he cannot make anything but low-grade lumber out of their logs awaiting transportation to its mills.

Demand Practically Nil

In the meantime, there is almost no demand for hardwood lumber from any source. Domestic consumers are pursuing their policy of awaiting further developments and are buying only to cover their more pressing requirements. They have been pursuing this course with such regularity and uniformity that there are virtually no exceptions. Furniture manufacturers, makers of automobiles, producers of agricultural implements and manufacturers of other wood products are all in the same boat. They are waiting for the market to settle and they are likewise waiting, with even greater anxiety, for "business as usual." They are suffering from lack of demand for their products to a greater extent than for years and they are, therefore, not in a frame of mind to take on normal holdings of lumber from which to produce more goods for which there is such a restricted market. Building operations all over the country are relatively slow for this time of the year and this means that flooring, interior trim and other finishing materials are little wanted. Even rotary veneers are on the "idle" list. Furthermore, there is nothing encouraging in the foreign situation for the immediate future. The strike of more than 1,000,000 coal miners is actually under way and the "red flag" is being waved in Downing street, the seat of the British government. Exchange in England is declining again and the only favoring feature, so far as the export situation is concerned, is the inauguration of a rate war that means lower ocean freight rates on lumber, cotton and other raw materials. But this does not help now when the coal strike has plunged England into financial and industrial depression of almost unprecedented proportions. Exporters here admit that the existence of this strike is extremely unfortunate and that it blocks the way for any considerable movement of hardwood lumber and forest products from America for the time being to the United Kingdom. Attention is also called to the fact that England, which furnishes a large percentage of the coal requirements of some of the continental countries, has declared an embargo on coal exports. This means that those countries dependent on England for their coal supplies must go without and this, in turn, means more or less idleness in continental industrial circles. Some of the Memphis exporters who recently returned from England declared that prospects were bright for a revival of industrial activity in the United Kingdom on the theory that the coal strike would be averted. They expressed the view that elimination of this disturbance would mark the turning point. But the strike is on and all forecasts based on the probable settlement of the threatened disturbance go for naught. The only hope that is entertained here is that the strike will be settled before its

ramifications exert a wholly paralyzing effect on both industry and commerce.

This stagnation in both foreign and domestic demand is largely responsible for conditions confronting manufacturers of hardwood lumber and for the decision they are rapidly reaching to put themselves in position where they may "stop, look and listen" before accumulating further supplies of hardwood lumber. The hope is expressed in some quarters that a larger demand may develop immediately after the presidential election, particularly if a Republican administration is chosen. Some members of the trade, however, express the view that business is pretty well over for 1920, while others go so far as to intimate that there may not be return to normal buying of southern hardwoods until the spring campaign of building gets under way. In any event, there is little belief in a revival of business in the immediate future and lumber interests are simply making the best of a situation which they describe, in the suddenness of its reversal, as wholly without precedent.

One Big Railroad Order

One prominent hardwood firm, with headquarters in Memphis, has closed a contract with the Southern Pacific railroad for approximately 125,000,000 feet of timber, which is to be delivered in the form of cross ties and switch ties. This contract runs over a period of five years and calls for more than 3,000,000 of the ties in question. It has been "signed, sealed and delivered," but the firm taking it has not entirely completed its plans and for this reason desires that its identity be concealed for a time. This is the largest order for hardwood timber placed by any railroad operating through the southern territory and it is accepted as a most hopeful sign. A fund of \$600,000,000 has been provided for the purchase of equipment by the railroads and hardwood interests anticipate that there will be a big demand for hardwood timbers, cross ties, switch ties, and other structural materials as soon as the railroads can get their program of track and terminal enlargement and equipment expansion under way. The automobile industry appears to be undergoing almost as great a crisis as the hardwood lumber industry itself, and reports from furniture manufacturers are not particularly encouraging at the moment. Thus the prospect for large buying on the part of the railroads of the country is regarded as doubly favorable for the reason that the outlook in other consuming channels is not particularly glowing at the moment.

New Walnut Tree Near Tomb of Washington

Another living walnut tree now stands near the tomb of Washington, and in course of time will cast its cool shade about that historic monument. The Chief Justice of the Supreme Court of

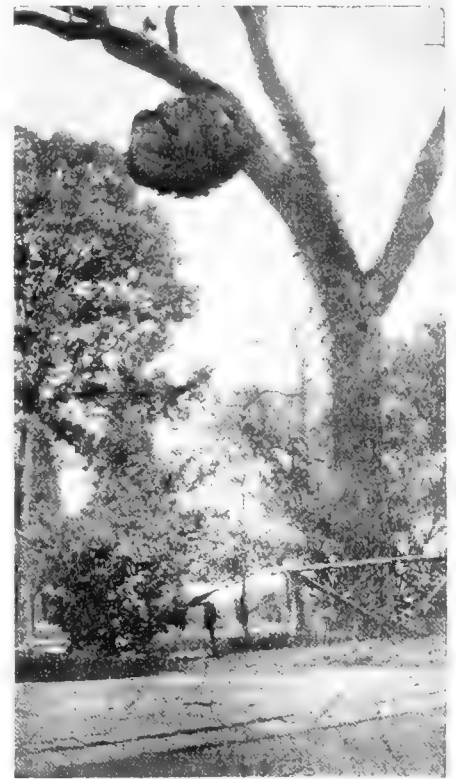


Prime Minister of Province of Quebec Planting Walnut Tree at Washington's Tomb

Canada, Sir Francois Remieux of Quebec, and Prime Minister of the Province of Quebec, turned the first spade of soil over the roots of the tree, an American walnut sapling, planted in honor of the "Father of His Country" by the International Committee of the Fifteenth International Congress against Alcoholism at its first meeting in the United States. This was on September 25, and Thomas Quinn Beesley of Georgetown, D. C., who lives in a home furnished in walnut 110 years old, officiated as master of ceremonies. He is a walnut enthusiast and sent the photograph of the planting to George N. Lamb, secretary of the American Walnut Manufacturers' Association.

This tree will take the place of the famous walnut tree which formerly stood over Washington's

tomb, holding on one large limb a gigantic burl, about 100 years old. This burl was five feet through when placed in the National Museum recently. The tree was planted by Washington's father and was estimated to be 150 years old when it died in 1916.



Walnut Burl Which Once Hung Over Tomb of America's "Father"

Wood Using Industries Associate

Pursuant to resolution passed at a conference on reforestation held at Madison, Wis., July 23, a meeting was held in Chicago on September 28 of representatives of twenty-four wood using industries, which resulted in the formation of an organization to be known as the Association of Wood Using Industries.

E. E. Parsonage of the John Deere Company officiated as chairman.

The several secretaries present outlined the necessity for having machinery established through which the wood using industries could clear matters of reforestation, of wood conservation and legislation activities of common interest to all industries fabricating wood.

Talks were made by Col. W. B. Greeley, Chief Forester of the Forest Service; by Hugh P. Baker, secretary of the American Paper and Pulp Association, and a paper on Forest Conservation by Better Utilization was presented by O. M. Butler, assistant director of the Forest Products Laboratory.

The nominating committee then made its recommendations, which were likewise adopted, and the following officers were duly elected:

Wood Using Industries Represented

President—E. E. Parsonage, implement and vehicle.

Vice-president—Hugh P. Baker, paper and pulp.

Secretary—Wm. B. Baker, furniture.

Treasurer—F. A. Vogel, miscellaneous.

W. A. Babbitt, wood turners.

John Foley, wood preservatives.

W. Harry Davis, containers.

The office of the secretary is 531 Monadnock Building, Chicago, Ill.

Know the Tractor Before You Buy

A review of the tractor operations in the various logging camps in the south have brought to light many surprising and heretofore unpublished facts. It is estimated that during the last year there have been over \$3,000,000 worth of tractors sold in the southern logging territory, based upon an arbitrary average of \$5,000 each, which means, approximately, 600 tractors.

The HARDWOOD RECORD calls attention to the necessity of carefully scrutinizing, without malice, or prejudice, the results of this vast expenditure, and determining the advisability of continuing the present policy of purchasing this equipment or else the necessity of outlining a new course.

As a result of a carefully outlined research campaign, it has been determined that the average power of the tractors now in use in the southern woods will be approximately 32 mechanical horsepower, or about the replacement power of fourteen mules. In other words, one tractor is capable of doing the work which is usually accorded fourteen mules. The following figures, although hypothetical, will be found interesting and fairly accurate:

$600 \times 14 = 8,000$, or the number of mules replaced by tractors.

The various market prices of good mules, although varying somewhat, will strike a fairly close average at \$375.

$8,400 \times \$375 = \$3,150,000$, cost of 8,400 mules.

This amount shows a savings of \$150,000 as far as the initial cost is concerned. Operating cost, however, is the paramount consideration and should be the determining factor in a comparative cost sheet.

An Average Tractor Operating Cost

30 gallons gasoline per ten-hour day at 30c.....	\$ 9.00
One operator at \$6.....	6.00
Oil at \$1.....	1.00
Interest on investment (based on \$5,000 at 6 per cent).....	.82
Depreciation (based on 20 per cent).....	2.73

Total operating cost of tractor per day.....\$19.55

Operating Cost of Fourteen Mules

To feed 14 mules at \$1.50.....	\$21.00
Two hands at \$4.....	8.00
One overseer at \$6.....	6.00
Harness and shoe repairs.....	2.00
Interest on investment at 6 per cent.....	.97
Depreciation (based on 20 per cent).....	3.61

Total operating cost of fourteen mules per day.....\$41.58

From these figures we see that each tractor which replaces fourteen mules represents a saving in operating costs of about \$22.03 per day.

If there are 600 tractors at work in the southern woods and the average replacement in live stock is fourteen mules each then we have a total of \$13,218 per day, or, based upon 200 working days per year, we find a grand total of \$2,643,600 per year. In other words,

assuming that these figures are correct, the entire cost of these tractors has been realized in the savings over similar operations with live stock at the end of the first year.

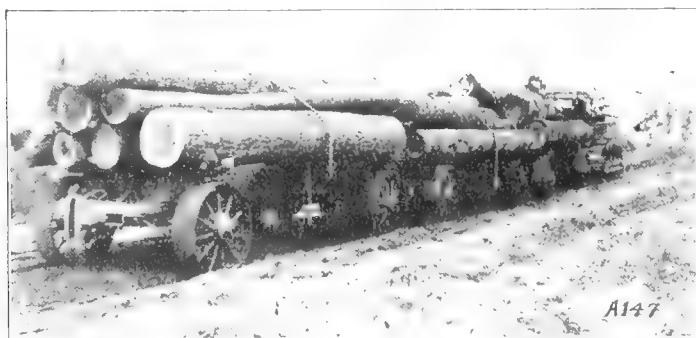
On the face of these figures, it would lead us to believe that tractors offer the most alluring cost cutting equipment possible for any sawmill owner, but this is exactly the mistake which has been made in a great many instances. Such figures, although accurate, can not be applied without further deduction or consideration to any one individual operation. Suave-talking tractor salesmen have unfortunately found the value of using these figures to oversell their equipment. The number of idle, useless and broken down tractors

(Continued on page 19)

Wrong Picture Is Used in Illustrating Big Tractor Haul

Glittering generalities about hardwoods fail to "glit" when they meet the eye of an expert hardwood man. These fellows are all "from Missouri" when it comes to matters pertaining to their specialty. In its issue of September 25, HARDWOOD RECORD published a brief article, describing a load of 12,300 feet of logs, which was hauled in a Standard Lumber Company operation at Hawkinsville, Ga., a distance of four miles, by a 10-ton Holt caterpillar tractor. This article was illustrated with a picture of three trailers, purporting to bear the 12,300 feet of logs, drawn by a Holt tractor. A member of the firm of the Bissell Lumber Company at Marshfield, Wis., happened to read the article and when his eagle eye lit on the illustration, he smiled indulgently. Then he tore out the page containing said article and put on it the following notation: "It would require an awful stretch of the imagination for any person with practical knowledge of saw logs and timber to see 12,300 feet of logs on these three trailers. Looks to us like about 30 to 36 logs, all told, with a possible scale of six to seven thousand feet. Please get the width of the bunks, the number of logs and the average length and figure it out yourself."

HARDWOOD RECORD immediately got in touch with the Standard Lumber Company to know how it happened, and received the reply that in some manner someone in the Holt Manufacturing Company organization, which loaned the photograph, had sent the wrong one out. Instead of the picture of the big load which was taken by a Hawkinsville photographer for the Standard Lumber Company, they sent a picture taken by a representative of the Troy Wagon Works. The Standard Lumber Company enclosed the right photograph, which is shown at the right of the wrong picture under this article. The company writes of the correct picture: "The load you see pictured here was actually hauled over 4 miles just as you see it coupled up. We do not attempt to say this is a regular load for this machine, as we do not recommend hauling over 5,000 feet to 6,000 feet to the trip. It will handle this amount of logs with plenty of reserve power for emergencies."



This Load Is About Half As Large As the One to the Right



What a 12,300 Foot Load of Timber Looks Like

Why Lumber Values Must Recover

An address calculated to give the buyer of lumber a more sympathetic understanding of the lumber industry was delivered by Edward Hines, president of the Edward Hines Lumber Company of Chicago, before the fifth annual convention of the National Association of Purchasing Agents at the Congress Hotel in Chicago on October 12. Mr. Hines gave a brief history of the development of the lumber industry in this country from the crude efforts of the Pilgrim Fathers to the great modern operations of today. He visualized the growing scarcity of timber, the tremendous increase in production and delivery costs, and the remarkably augmented demand. He concluded with a survey of the huge requirements in lumber which may be expected from the building, railroad, farming and other industries during the next few years, demonstrating why lumber values are certain to recover from the present slump and why they must reach and maintain a substantial level in the future. The method in which Mr. Hines developed his theme gave the purchasing agents much material for thought. In part the address is as follows:

The lumber industry and lumbermen have been repeatedly misunderstood and often criticised for the devastation of our forests. It is quite true that every time a tree is cut down it reduces the supply of timber in the United States by the amount of feet board measure in the tree destroyed. Every one, it would seem, must realize this, and would also understand that the lumbermen would never go to the trouble of cutting down the forest unless the industries and general requirements for lumber demanded and needed the product of the trees—lumber for their progress and sustenance.

It would also seem as though every one ought to realize that if we are to have land, which is better adapted to agriculture so used that to make the land productive the forest must first be removed. Yet for a generation, for some unaccountable reason, the lumbermen in many localities have been held up to public scrutiny as an enemy to development because they cut the forests down and made the saw logs into the lumber which has always been so much needed throughout the years of our industrial and social development. In the earlier history of the great states of New York, Pennsylvania, Ohio and Indiana the beautiful walnut and oak timber was destroyed to make way for the farmer that he might till the soil and secure his living. These splendid cabinet woods in after years occupied an important niche in the commerce of our industry and today are among the choicest and highest priced woods in the world.

I am not defending needless waste of timber nor inefficiency wherever it may have existed. On the contrary, through a misconception of facts the lay mind has not fully comprehended our situation or has failed to give proper and deferential consideration to our problems. It is manifestly unfair to omit to give credit for the faithful performance of the work that is essential to a public need simply because our natural resources may have been depleted in the process of serving such needs.

The present moderately high prices of lumber are doing more than any single factor to eliminate waste. When lumber was selling for a great deal less than it now brings in the markets, and many times for less than it was intrinsically worth, which covered largely the interval from the earliest beginnings of the industry down to the year 1919, the operator could only afford to bring the best logs of the tree from the forest to be manufactured into lumber. The other less valuable logs of the tree were left to rot and waste. Now that prices are fairly remunerative, the land can be cleared down to the smaller top logs that may include logs as small as four inches in diameter at the smallest end.

So keenly concerned has the manufacturer of lumber become in the conservation of his timber that today comparatively little refuse is burned or destroyed, sizes down to a piece one by one twelve inches in length being utilized.

Fair Prices Benefit All

This closer utilization of the waste material is the greatest measure of conservation ever put into effect, and it is the direct result of the fact that the public is now paying the lumber manufacturer somewhere nearly the actual worth of his product. This benefits both lumberman and the public. The lumberman, because he gets what he is entitled to, a fair return on his investment. The public because the full utilization will increase the life of the forests. As to prices, it might as well be realized that while there has been a drop in the prices in some grades of lumber this situation is but temporary. The general higher average price of lumber must remain more nearly up to the present price levels. Everything which the lumberman uses in his business in the way of supplies, materials, etc., to say nothing of all labor costs, have risen in price more rapidly than lumber.

The lumber industry has been censured in some instances both orally

and through the medium of various periodicals for a seeming lack of interest in the proposition of reforesting devastated and cutover lands. The contributing causes for any apparent indifference on the part of the manufacturer of lumber in this really important matter may first be attributed to a lack of cooperation on the part of the states and communities interested in helping, first, to relieve the tax cost of carrying timber and to eliminate them entirely, and secondly, to bear their portion of the burden of the cost of reforesting the land and patrolling the young timber to prevent disaster from the elements. There is no question but that something substantial should be done looking toward the scientific management of reforesting many of the cutover lands in Michigan, Wisconsin, Minnesota and in many of the southern states as well. Until such time, however, as there is complete cooperation between the Federal government and the state and community governments with the owner along scientific lines the undertaking cannot be successfully carried on. Today the tax on timber is continuous and runs for the entire stand of timber, where the tax on farm products is assessed when the crop is marketed, thus enabling the farmer to realize on his crops more quickly, and to pay his taxes out of each year's crop, generally after realizing on same; whereas the timber owner can only realize a small proportion of his greater outlay for taxes each year, he harvesting his crop only once as compared to the farmer year upon year. Hence you can appreciate that timber can be held only a reasonable period, as the interest, taxes and carrying charges on the timber accumulate rapidly and to such an extent as would entirely consume all profit. The great state of New York is the only commonwealth in the Union that has seen fit to look at the proposition of reforestation along sane and advanced lines. A measure has been provided through legislative action whereby lands used for reforestation are exempt from taxes, which naturally has encouraged reforestry. There is no question but that in the future in those states where the timber has been cut will evince the same interest that now is shown in the Empire state, and a great deal of the land I have referred to will be reforested. You can readily understand why the various states having waste land not adapted for agricultural purposes should seriously consider granting such consideration and offering such inducements in the way of financial aid and exemption from taxes as will encourage individuals and institutions now holding these lands to engage in the undertaking of reforesting them. To demonstrate that lumbermen are not causing needless waste in the manufacture of lumber you as business men can easily appreciate that no executive today at a time where efficiency counts for so much is not keenly alert to save everything that can be marketed, and naturally the better the prices secured for his products the greater the inducement to conserve and save wherever he can. This has been specially demonstrated in the method of manufacturing; during the early period, when we used a circular saw, it took out fully a one-quarter inch saw-kerf, but this has been practically replaced by the modern hand-saw, which takes but an eighth of an inch, and this, in itself, makes a wonderful saving in the way of producing more feet of lumber from the log. Practically nothing now goes to the sawmill burner in the North; everything is being utilized, inch and thicker, three inches and wider, one foot and longer, in box lumber and for other purposes; and everything in 1x1 inch, 18 inches and longer for other various purposes, such as curtain rolls, mop handles and so forth. This saving will be followed in the south and west as values advance and warrant doing so.

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which can not even be "junked" are an indication that the owner has not gone behind the scenes, but has allowed these figures to convince him of the advisability of using tractors.

"Pigs is pigs," but there are tractors and tractors, and the matter of purchasing such is a great deal more important than is usually considered. The various models, varieties, types and makes offered on the market seem to indicate a policy further and further from standardization. The famous "57 Varieties" does not seem to be confined entirely to "pickles," but can also now be applied to tractors.

Every tractor has its use and every model, type and make has its own particular line of duty, therefore, it behooves every sawmill owner to carefully analyze his requirement, and the work which he intends to do, then apply the mechanical possibilities of each different make of tractors offered him.

The next article, entitled "Choosing the Right Tractor," will cover this subject and will appear in the next issue. Its purpose will be to assist all who are interested in securing the right unit; the one most applicable to the work intended.

Size of the Lumber Industry

The magnitude of the lumber business can only be grasped after a careful consideration of its unusual development. The total number of manufacturers, large and small, is approximately forty thousand; it is one of the most important industries in more states than practically any other commodity, reaching from Maine to California, from Florida to Texas, and practically from Canada in the north, down through the states of Minnesota, Wisconsin, Kentucky, Tennessee and Mississippi to the Gulf of Mexico.

In volume, in 1890 the production was 23,494,900,000 feet, reaching the highest figure in 1908, something over 42 billion feet; the manufacture during the war period being very much decreased, running down in 1916 to about 40 billion and in 1919 to about 30 billion.

The annual per capita consumption of lumber in the United States is now about 320 feet, compared with 500 feet in 1907, and will gradually decrease per capita as more substantial buildings are erected, but for home building nothing is cheaper as a building material, or as beautiful as lumber; but as population increases, for many years the consumption of lumber will continue, but less per capita, as is the case in Europe. The corresponding consumption in England is 100 feet; France, 90 feet. In Germany just before the war it was 150 feet. The total cut of lumber a decade ago was about 45 billion feet. In 1919 it was estimated as a little under 32 billion. Something approaching 200 million acres of forest lands is now publicly owned in the United States, so you see that timber lands are not nearly all in the hands of private owners, and the government can do much to conserve our timber. It is estimated that twice that area would perhaps be sufficient to supply the country's needs in perpetuity.

The total number of employees reaches the enormous number of approximately one million men. Of the principal industries of the United States it is first in the amount of capital invested; first in the number of people employed, and ranks second in the amount of tonnage moved, mining, taking in both ore and coal, taking first rank; second to steel manufactured products in the value of the manufactured product. Statistics taken from authentic sources show that in the year ending in June, 1914, the last figures available, there was moved in all commodities over transportation lines in the United States 1,949,000,000 tons of freight. Of this, lumber was second only to the product of the mines and constituted 10.23 per cent of the total.

The stands of the various kinds of timber in the United States indigenous to our country are as follows: Fir, 762 billion feet; yellow pine, 312 billion feet; western pine, 246 billion feet; redwood, 74 billion feet; cedar, 62 billion feet; hemlock, 37 billion feet; hardwoods, 39 billion feet; spruce, 35 billion feet; white pine, 28 billion feet; cypress, 23 billion feet; miscellaneous, 341 billion feet.

Lumber Values, Present and Future

You are probably interested in getting some information that will enable you to form a reasonably intelligent opinion of the present representative value of lumber, and the probable future values of lumber.

For a year or two, prior to the great war, there was very little lumber shipped to South America and Europe, as financial conditions were such that they were buying very little lumber. Immediately following the war ocean freights advanced from \$10 to practically \$100 per thousand feet, making the question of shipping lumber prohibitive. When our country entered the war building was declared as non-essential. I believed, at the time our government decided to restrict building operations, that it was a grave mistake, and I protested against what I deemed an unwarranted embargo against the housing of our people comfortably and suitably. Establishments were closed, organizations went to pieces, some workmen went into the army, others found other employment. Since the signing of the armistice efforts to get the building industry on its feet have been obstructed by the very conditions that were brought about through the issuance of orders from Washington, to stop all work, throwing hundreds of thousands of artisans into other channels of pursuit, and creating a shortage of workmen whose occupations had always been largely confined to the building trade.

In round figures, over four billion dollars must be expended at once rehabilitating the building industry. The country needs fully one million homes for homeless people, to say nothing of our industrial needs for better facilities and enlarged operation. Up to the time of the war we were putting two billion dollars annually into homes, and one billion into industrial and amusement structures. It is not difficult for us to reach a common conclusion upon which we may all agree that our temporary difficulties are merely transitory, in no wise permanent, nor likely to last beyond the brief interval that shall span the gap between the cessation of active work so much needed and the resumption of activities to build up to our actual necessities.

There is dire need for homes for our people and for the people of all countries. There is absolute need for better homes than we have ever built before, more particularly among the poor, who, at best, have always been too poorly housed. In Boston alone, applications have been made for upwards of 4,000 families who do not now have homes but are living as best they can in congested, insanitary quarters. In all of our large cities, in every one of our smaller cities, we see the constantly increasing population growing restless under the restraint that has made it impossible to

build homes for them. The lack of sufficient housing in Chicago is fast becoming almost criminal.

In 1918 about twenty thousand homes were built in the United States, whereas twenty times this number could have been erected. Seventy thousand homes were built in 1919, which program was easily four hundred thousand short of the actual needs. In 1890 an average of 110.05 families occupied each 100 homes. Today that figure has risen to about 125 families for every 100 homes and the disparity is still increasing.

New 3,400,000 Homes in Five Years

With a conservative estimate of 27,900,000 families in 1925 in the United States, if only a modest building program is instituted, over 500,000 homes must be built, and at best we shall then have about 129.6 families for each 100 homes, or two families in every fourth house.

Merely to keep up the increasing number of families and in no way to alleviate the present serious congestion, 2,200,000 homes must be constructed before 1926, while a return to pre-war conditions of 115 families to each 100 homes means the erection of about 3,400,000 dwellings in that period.

Industrial development, urgent needs of our great railroads for new equipment and public improvements of all kinds are imminent and demand attention.

In freight cars alone, in the ten years from 1905 to 1915, the average increase per year was 3.06 per cent. The average increase per year in amount of freight hauled was 6 per cent. But, in the four years since 1915 the increase has been but a fraction over 1.20 per cent, while the average increase in the amount of traffic has been 14 per cent. The present shortage in freight cars is not less than three hundred thousand. In order to make up the existing difference and provide for the natural increase in traffic the railways must acquire something like 700,000 freight cars during the next three years.

During the ten years ending 1916 the annual increase in railway mileage was 3,500 miles. Since 1916, though there has been some new construction, it has been offset by the mileage that has been torn up or abandoned and there has been no net increase in railway mileage. To open up the undeveloped resources of the country there is imperative need for a revival of new construction and repairs as well as renewals of all kinds on existing lines. Thousands of miles of old lines must be rehabilitated with new ties, new bridges, culverts, stations, etc.

During the period from 1913 to 1919 lumber in a general way advanced less than 100 per cent, while the advance on everything that went into the manufacture of lumber, such as labor, general supplies, and everything that is used in the construction of a building was appreciably more, and practically every other commodity was over 100 per cent. From the peak, lumber has been the first of the great industries to descend to a lower price level, and during the period since the first of July lumber has declined in a general way from 20 to 30 per cent. During the period commencing the first of last January the larger lumber manufacturers endeavored to stabilize prices by issuing prices current and guaranteeing that they would not advance their prices for a certain period unless labor made further advances. In the city of Chicago, of all the various items entering the construction of a building, lumber is the only item that has made a decline, and there has been practically no reduction made in other commodities.

Farmer Will Build

In regard to the farmer, there has been no time in the history of the country when the farmer has had as much to buy with as at the present time, and when conditions become normal he will do a great deal more building. With the housing conditions practically five years behind, and building progress now being instituted all over the country, the demand for railroad ties and other material for railroad construction which is almost five years behind in the general development which must necessarily follow the war, lumber is one of the first chief articles to be in demand, and naturally, very shortly, will reach that stage where fair and higher prices will be obtained for it, because it is an unquestioned fact that the supply of all kinds of standing timber is diminishing. Under well known economic rules, as the supply of an article diminishes, the cost normally increases; also, the increasing use of wood in paper making, as well as the increased number of uses to which paper is being put, are substantial reasons why lumber will gradually go to higher levels. And last, but not least, the farther the logs have to be transported to the sawmills, and the product of the sawmill to the consumer, as is now being done in a long way from the Pacific coast, where the question of freight alone to the consuming market, in many cases from \$20 to \$30 per thousand, the higher the cost of the product in such consuming markets, as naturally this question of freight must be added to the cost of the product itself, and explains in a great measure what might be considered as an advance in the price, when really it is but additional freight charges covering the increased distance of transportation as compared with the distance in former years. The recent advance in freight rates in many cases makes the additional freight from \$3 to \$10 per thousand over and above the prices prevailing prior to August 26, the date the advance went into effect.

We figure that this position is most unique, and I prophesy for it a period of unusual activity and prosperity during the next five years. The lumber manufacturers are as greatly interested as are you, gentlemen, representing the great buying industries trying to stabilize the price of

Northern Manufacturers Want Public to Know of Lower Prices

The necessity of informing the consuming public of the substantial reductions in the mill prices of northern hardwoods, hemlock and other lumber, in order that the public mind may be disabused of the idea that lumber prices are still high, engaged the serious attention of the members of the Northern Hemlock and Hardwood Manufacturers' Association, assembled in quarterly session at the Milwaukee Athletic Club, in Milwaukee, Wis., October 14. A resolution was adopted authorizing M. P. McCullough, president of the organization, to appoint a committee to determine the most expeditious method, in co-operation with the retail dealers, of putting the facts of lumber prices before the ultimate consumer.

In adopting the resolution the members of the association had in mind the fact that building operations are being discouraged because of the continued obsession of the public that lumber prices are too high, while as a matter of fact the cost of lumber has decreased an average of approximately 33½ per cent since July 1. The Northern lumber manufacturers want the public to be convinced that lumber prices now offer no barrier to building, not only because prices have been substantially reduced, but because the falling market has "hit the bottom." This latter statement was made by Edward Hines of the Edward Hines Lumber Company of Chicago and other members present.

The lumbermen hope also that by giving publicity to the reductions in lumber prices, the cost of other building materials, which have not followed the downward trend of value, may be encouraged to do so, in order that all such handicaps to building operations may be removed.

Mr. Hines deplored the fact that the lumber industry has failed thus far to properly inform the public of the reduction in lumber prices. He told of a recent important meeting of contractors, real estate men, bankers, city officials and others held in Chicago to discuss the building problem, at which the huge lumber industry was represented only by the owner of a small retail yard.

In a most thorough-going and thoughtful discussion of the present condition of the lumber industry, Mr. Hines assured the members of the association that they had nothing to fear from the world-wide movement for stabilization of values on a lower level. There will be no radical changes in fundamental economic conditions, he said, and there is plenty of money in the United States for all legitimate enterprise. He predicted five years of unusual activity and prosperity for the lumber industry, basing his prophecy upon the fact of a five-year accumulation of housing needs, the need of the railroads for over 300,000 additional freight cars in the immediate future, and the necessity of the reconstruction of thousands of miles of worn right-of-way and of many miles of new right-of-way. There would be a great demand for lumber from the farmers, too, he said.

Mr. Hines warned the lumbermen, however, of the danger of remaining in ignorance of the economic facts of their industry. He declared that they should know about production costs, should know about stock conditions, demand and other matters, which would enable them to intelligently market their product, and not dispose of it blindly and often at prices actually below cost of production. "The lumber industry has been groping in darkness," he said, "and has failed to scrutinize natural conditions."

During the course of his address, Mr. Hines again made the interesting prediction that in the not very distant future, no hemlock will be sawn into lumber, but it will all be sold as pulpwood, because better prices will be offered by the paper-making interests than could be obtained by turning the timber into lumber.

Speaking of the present state of lumber stocks, Mr. Hines said that stocks are far below normal at mill points and accumulations are not likely to be large in any of the production fields during the next few months, because of the tendency everywhere to curtail production. He said that all night runs have been stopped in the South and West and that some mills are now considering reducing their week to four days.

The members carried a motion, proposed by A. L. Osborn, to never change the dimensions of hemlock piece stock. This action was taken following a report made by O. T. Swan, secretary, on the recent meeting at Chicago at which recommendations for standardization of sizes of lumber and moldings were presented by the National Lumber Manufacturers' Association and, also, a report by Ray McQuillan of Antigo, Wis., chairman of the bureau of grades. It was declared by those members who discussed Mr. Swan's report that to change the sizes of hemlock piece stock to conform to the recommended sizes, would take away one of the strongest selling points for hemlock construction lumber.

The association listened to an explanation by H. H. Butts of a plan to form a selling agency to market hemlock logs and hemlock bark for pulp. On motion of Mr. Hines a resolution was adopted authorizing the president of the association to name a committee to consider Mr. Butts' proposition.

A motion was also carried that in future no inspector of the association be permitted to load out lumber; that their work be confined to reinspections and mill visits and that they make no inspections for non-members.

President McCullough made a report on the co-operative advertising of birch, hemlock and white cedar shingles being done through the promotion and publicity bureau. He said that these products had been advertised through architectural, contracting and other trade journals, and magazines of national circulation with a great deal of success. Satisfactory results had also been secured with direct circular advertising and through exhibits made at State fairs in Minnesota, Wisconsin and Illinois. Each State fair exhibit had cost about \$600, he said. Because of the value of these exhibits he advocated the organization of a half dozen smaller ones, which could be made at county fairs, through the co-operation of retailers. He said there was a large demand for county and local fair exhibits.

Mr. McCullough said the advertising campaign was costing about \$5,000 monthly, or \$60,000 per annum, and that it would require a larger membership in the promotion plan to carry on the work. He recommended that he be authorized to appoint a committee to work for the enlarged membership and the needed increase in funds.

Shade trees may be destroyed by leaky gas mains, which poison the roots, making it impossible for the tree to secure nourishment from the ground. Gas killed trees are often thought to have been killed by insects, and weakened trees are often completely killed by borers or by fungi.

* * *

Electric wires which touch trees can easily kill the most beautiful shade tree. This may be due partly to the work of the electric current, or to the wearing through the growing surface of the tree by the wire, which deprives the tree of its sustenance.

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lumber and keep within reasonable bounds, to prevent the recurrence of the hysteria which prevailed during the earlier months of this year, very largely brought about by speculation, in most cases by those not actively interested in a financial way with the timber manufacturing and, I would like to emphasize this thought, and convey to you, in all its truth, at once for the betterment of this great industry, the interests you represent, and the country at large.

No one need be ashamed of lumber. Next to agriculture, that is, the tilling of the ground, the lumberman has the most widespread of all the industries. There is no state in the Union in which lumbering is not carried on to a greater or lesser degree, with a possible exception of Nevada. The nature of the industry also produces men of sturdy physique and simple life. It is an outdoor industry, conducive to health. It is a necessary industry. The management of it is in highly capable hands. It is an industry with a future, for, while it is true that the amount of standing timber has diminished in two hundred years from an estimated area of eight hundred and twenty-two million acres to four hundred and sixty-three million acres, we still have considerably more than half of the timber with which we started, and from now on, if we continue to get for lumber the price that it is worth, and if the tax laws are changed, and there is in evidence the spirit of co-operation between the Federal government, the state and community governments, with the owners of the cut-over lands, there is no good reason why reforestation cannot be undertaken and the lumber business be made as perpetual in America as the growing of wheat.

Enthusiasm Marks Logging Meeting

The tenth annual meeting of the Southern Logging Association was held at the Grunewald Hotel, New Orleans, October 21, 1920. Great enthusiasm and an unusually large attendance marked the meeting which was taken up with a number of excellent papers, all of which were exhaustively discussed.

The election resulted in the following new officers: President—C. C. Curry, of Sylacauga, Alabama; First Vice President—V. E. Landry, of Luteher, La.; Second Vice President—R. L. Bass, of Eunice, La.; Secretary—James Boyd, of New Orleans, La.; State Vice Presidents—E. E. Jackson, Riderwood, for Alabama; J. D. Keys, Malvern, for Arkansas; Norman Hopkins, for Florida; G. L. Fullerton, for Louisiana; C. J. Pettibone, of Lumberton, for Mississippi; J. M. Campbell, of Brokenbow, for Oklahoma; A. M. Horton, of Memphis, for Tennessee; J. F. Woods, Weir Gage, for Texas; T. R. Camp, of Franklin, for Virginia.

The first session on October 19 was opened with the address of the retiring President, R. L. Weathersby of the Kirby Lumber Co., Silsbee, Texas. The other officers' reports followed in order. Secretary Boyd read a most interesting paper entitled "Waste in Logging as Observed by a Timber Cruiser," by J. A. Clark, of Houston, Texas. Extensive discussion following it developed that many are now practicing Mr. Clark's ideas. Increased attention to waste was manifest, the discussion endorsing Mr. Clark's theory of cutting crooks, it being developed this is done easiest at the mill, thus leaving the worthless lengths in the woods. Major M. J. Shields, Red Cross, gave an interesting illustrated lecture on first aid methods, special interest centering about artificial respiration following electrical shocks.

A general and spirited discussion of the best methods of cutting hardwood timber occurred in the beginning of the afternoon session. It was the consensus of opinion that the cutting of short lengths is uneconomical, though, in the judgment of some, prices justify any length which will make the grade. Following a discussion of water transportation for hardwoods, and a talk on costs, Parrish Fuller addressed the meeting on the subject, "Logging Mixed Stands of Pine and Hardwood." Mr. Fuller pointed out the loss of economy due to the widely separated operations of many of the companies. The tendency, he said, is to discriminate against the woods end of the business in favor of the mill end. The woods management though must keep closely in touch with the woods help. It must originate plans and, to secure co-operation and understanding, the woods department must recognize the same problems as does the mill department.

Wednesday Morning Session

Due to the absence of J. M. Cooper, who was to have read a paper on Track Laying Machine Experiences, a discussion of this subject was started without preliminary remarks. The discussion developed that most users preferred machines laying tracks ahead. It was gathered that there is little saving in cost and that machines are sometimes difficult to handle.

There followed a general discussion of pile driving and bridge building, which brought out many interesting and valuable comments. One member reported that he had successfully used tractors for pile driving, particularly in swampy regions.

J. E. Rhodes, secretary-manager of the Southern Pine Association, analyzed southern pine reports of decreasing sales. Stocks, according to Mr. Rhodes, are above normal, but are not maximum. Decreased prices and increased wages mark the present period of depression. Mr. Rhodes predicted higher price levels on the opening of demand in the spring.

Blue prints were distributed illustrating the proposed standard type of community house, which house is adaptable to varying conditions, and is so designed as to be easily movable. It is pointed out that

this type of house is economical compared to separate buildings. Several members now employing community houses were emphatic in their praise.

Roy Morse of Quitman Mills, commented on the growth of the Association and the benefits to be derived. He suggested a Program Committee that might shape a program for the next meeting, which would be followed strictly.

Secretary Boyd read replies to the truck and tractor questionnaire and was followed by a general discussion of tractor operations. Comments referred to the expensive upkeep and repair charges, in spite of which, such machines more than paid for themselves.

No action was taken on the invitation to hold the next meeting at Atlanta.

Thursday's session was given over to discussion of the skidding and loading of pine and hardwood.

President Opens Meeting

Opening the meeting with his annual address, R. L. Weathersby, Kirby Lumber Company, Silsbee, Texas, spoke of the "vexing problems," with which the lumber industry has had to wrestle during the past year. "We have seen a further advance in the cost of production," he said, "with a falling lumber market, handicapped by embargoes and scarcity of equipment upon which to move our finished commodity. Increase in all commodities, over which we have no control, and which are essential in logging, have had an upward trend. Long periods of rain, with a continued restless and unsettled labor situation, which makes the payroll heavy and seemingly excessive and causes the stockholder to sigh, are largely responsible for some of the loggers' sleepless nights. Stabilization of these conditions seems yet uncertain, and it is going to require our very best talent to work out a satisfactory plan to meet the future."

Waste in Logging as Observed by a Timber Cruiser

"Conservative log cutting might be a good caption for this paper," said J. A. Clark of Houston, Texas, addressing the southern loggers on the "Waste in Logging as Observed by a Timber Cruiser." But he must not lose sight of the fact, Mr. Clark continued, that "its chief object is to show the loss in the present wasteful methods, in defense of the timber estimator, or 'cruiser' as you choose to call us, and his unwillingness to jeopardize his reputation in putting his estimates closer to what he thinks you ought to cut from it. Perhaps it has never occurred to some of you that 'close estimates' are impossible by any action or neglect of your own. Perhaps, too, not any of you know that from 15 to 40 per cent of a loss is sustained by your own carelessness, or rather indifference, because I can not urge myself into the belief that you are not aware of it when, as a matter of fact, I doubt that not one of your 'flatheads' is ignorant of it."

Subsequently in presenting the methods by which he believes much timber might be rescued from waste in logging, Mr. Clark cited pine operations. But his remedies might be considered by hardwood operators with profit to themselves, as the conditions he described in pine operations are more or less paralleled in hardwood logging.

In part, Mr. Clark said:

Trees do not grow alike; they do not look alike; neither were two logs ever cut so that they were just alike, or even looked exactly alike to a very close observer. This dissimilarity of appearance does not affect the laws of their growth; thus no built-up office rules will aptly apply to the distinct individualism of any and all trees, yet we have found that their distinctive features very nearly and very often completely fill the respective wants of the mills' order books when a general rule has been applied of cutting each tree as a separate individual upon its own conditional merits or demerits; then, therefore, the laws of nature are made subservient to the laws of demand when rightfully applied.

To lessen the waste in cutting logs, one must consider the tree itself, its

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OUR SPECIALTY IS
AMERICAN
WALNUT
LUMBER and VENEERS

Our Band Mill at Cincinnati is in daily operation and always carries on yard a stock of two million feet or more of walnut lumber.

We also handle

MAHOGANY

MEXICAN PHILIPPINE

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EASTERN BRANCH:
Baltimore, Md., 402 Law Bldg.

HOME OFFICE:
CINCINNATI, O.
Lock Box 18, St. Bernard Branch

Enthusiasm Marks Logging Meeting

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characteristics, along with its peculiar defects causing the waste, and the waste itself.

The variety of reasons for the difference in growth found in trees need not be discussed here; merely that they exist is sufficient ground for this article, and we will therefore confine ourselves to their existence, and how best to cut for best results to their owner, which I take for granted is your chief desire.

Four Defects in Trees

The defects in trees are so numerous and of such wide range of value depreciation that it will be impossible to take up any of them in extensive detail; but I will merely mention some of the most serious, and treat them in the order named sufficiently to clarify, or rather amplify, what seems to be very little understood. But as a matter of fact the whole list is so very simple that most stupid "flatheads" should readily see the point when properly put, and not in very large doses at a time. I will treat them as follows:

1. Crooked trees.
2. Punk or rot in trees.
3. Taper or scrubby trees.
4. Knots of various sizes.
5. Grades of logs.

Crooked trees are unquestionably the most serious defect, and are the more serious in loblolly, and the least understood of all the defects, because they do not show it, only to the expert, and are not considered as near so serious as rot; but this is a very grave mistake, since there are several times more crooked trees than there are rotten ones. A crooked tree may appear sound, but as millmen all know, the shorter the log, and the larger it happens to be with the crook most prominent, and the nearer the center of the log it happens in its most acute angle, the greater the loss will be.

I have taken the overrun of a mill before the cutting of logs was taken hold of and ascertained the gain, and in doing so have noticed the excess of crooked logs; and when the matter was called to the attention of the superintendent authority was given me to take on the care of the cutting and I have never failed to get results of from 20, and in one instance nearly 40 per cent of a gain over the usual methods. This is remarkable, but it is absolutely true. All short "clips" were measured, so that all the lumber from four feet up was included.

Whatever the deflection of the crook from a straight line or both ends is virtually a decrease of the diameter of the circle on the side of the crook, but if there be a reverse, or a crook at right angles to each other, then the whole circle's diameter is decreased to the extent of both crooks. If clips are taken and utilized, which is a very rare occurrence, there is a saving; but the edging and trimming waste at least 50 per cent of what is saved in clips, besides the loss in grade and price of the short material. The larger the circle the greater is the volume of loss, but the greatest percentage of loss is in the smaller logs, because they are more readily cut in two on the carriage.

Now, it happens that the mills' order books show the greatest demand for 16-foot logs, as a rule nearly two-thirds of the entire cut being for lumber of that length, so that it should be the ruling length, to cut every one possible. The other lengths will be fully supplied in cutting for both "grade" and in reducing the crooks.

It will be impossible to lay down rules to fit each of your particular needs and the conditions under which you work, and some operate with long cars and a few with short cars; but two log lengths may be left together to be cut again at the mill at the "jack ladder," and in cutting for grade the same thing can be done.

To reduce the loss in crooks to a minimum, the cuts should be in the acute angle of the crook, and in very crooked trees short logs should be the rule, remembering that 12-foot logs are twice as much in demand as are 14's, and 10-footers are at par with 14's, but are hard to handle as a rule. All short logs cost more to handle, but logs cut for a 40-foot car cost ten times the difference in loss, or waste rather, over the difference of loss in handling short logs. There are other considerations in cutting to reduce waste in volume, as cutting for grade, and cutting for prevention of waste and saving grade in rotten trees; but cutting in the crook invariably should be the rule, as we shall see later on.

Rotten Timber

Punks and stump rots, from whatever cause, along with rotten or hollow hearts, are probably the next greatest waste, aside from wind storms, which will be noted.

Punks vary in character owing to variety of species and character of soil on which the trees grow. Longleaf pine has always a very heavy tap root, and sets itself very firmly in both stiff clay and pebbly or rocky soil; therefore, with its long, smooth bole and large top allows the wind to twist and bend the bole to that extent that it creates shakes by separating the white from the dark wood, which allows the rain water to soak in through rotten knots, and in a summer ferment with sap and pitch, and thus decay and often rot long distances below and some little distance above the starting point. Hence it often occurs that very little can be done to any advantage, but where the punks or stump rots do not extend very far, as in most short-leaves and loblollies, then the cut should be made in the punk, influenced, of course, by the length of the rot, which can be located to the very fraction of a foot where it begins, and also to the grade and crook if there be any,

the object being to get the rot where it will trim off in both logs; but if too long to trim off in one, and make a short log all rot in the other, and allow it to be trimmed off the end of the third log. The value of the sound clear stuff is such that it will stand considerable trimming, and trimming should cover most of the actual waste. In No. 1 common considerable red heart, and even red sound rot or thin streaks of ring rot may be allowed. The idea that I wish to convey most of all is to get in clear stuff affected by rots short enough to be trimmed off, to place it in the log most advantageous for that purpose, and carry the whole to the mill and do it there, and thus save as much of the tree as is possible, and not leave the waste in chunks in the woods. For while the operation is going on it costs no more, in fact costs less, to include it in log; and invariably, at present or prospective prices, the very lowest grade will pay for itself logged with other grades, and much of this chunk usually left in the woods may include as high as No. 2 common.

Tapering or scrubby timber as a rule does not carry much B & B stock in it, but should be treated as all other classes should in reference to crooks and grades. As a rule, it makes excellent tie timber for creosote works when at all rough, and should be cut as much as possible into 16-foot logs. This division is intended more for what is known as old field pine and at the edge of timber belts, as the edge of prairies, etc.

Knots should be classified into two grades, small sound into No. 1 common, and into No. 2 common of the larger and more unsound character. Trees commence their growth from the ground, and the growth extends through the bud upward and outwardly in their annular rings, and do not carry the limbs or knots upward; hence the larger knots in pine are invariably at the top, thus by nature allowing the opportunity of separating the knots into logs of different grades, i. e., No. 1 and No. 2 common.

Logs of the No. 1 common take a wider range of length than most all other grades, but the No. 2's should invariably be 16 feet long. This is the length when the knots are sound, and where ties should be taken. Two log lengths in these grades can be left together to better advantage and at less danger of harm than at any other condition, for the separation of the grades can be overlooked in straight logs and dimension stock utilized as the requirements of the bill board may show; the No. 2 in sound knots always permissible in bill stuff where it does not weaken the stick or otherwise particularly excluded.

Grades of Logs

Grades of logs in trees usually need not exceed three in number, but where much rift flooring four grades ought to be made, and be classified into No. 1 as clear except for a knot close to end and of large size (the log is meant). No. 2, where knots are divided in such a manner that at least two-thirds of the face of the log full length will be clear stuff; or No. 1 and No. 2 can be put in one grade and making the division between No. 1 common and the export grades of primes, allowing the log to be manipulated on the carriage for best results. No. 3 should be No. 1 common, and No. 4 should be No. 2 common, rotten logs going into No. 3 or No. 4, owing to their smoothness and character.

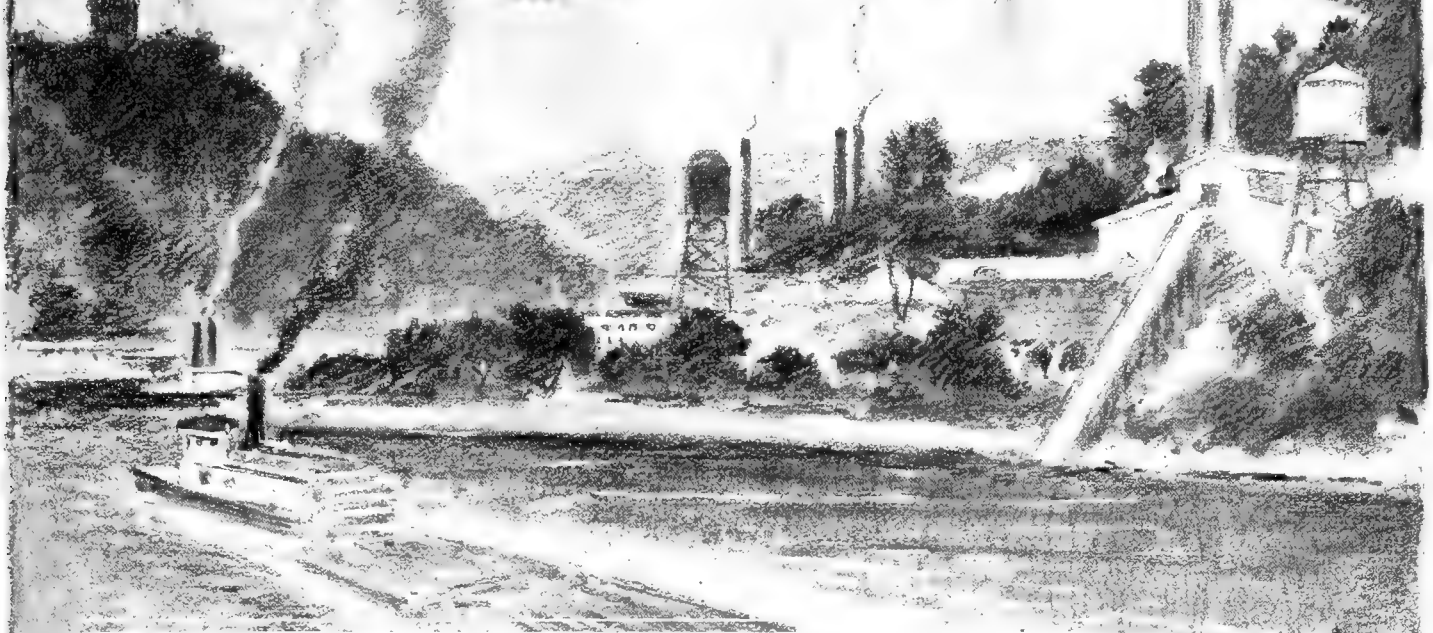
It very seldom occurs that it is found necessary to leave a clear B & B short piece on an inferior grade, and should not be allowed, since its permission would license carelessness.

Two or even three log lengths may be left together, or better yet, skid the whole tree and load on cars designed for long lengths or otherwise arranged for with dutchmen or long reaches in between; but as this has long been a controversial point, whole length tree loading, I would suggest a double bunk at each end of each truck, and cutting the tree into two logs and keeping up the grade divisions the same, but with the cars long enough to load a 40 or 50-foot log without extra reaches, the idea being to save both volume and grade at the same time, for not only is the waste enormously large in volume, but even greater in the matter of loss in grade. In other words, if the woods does not provide such a foundation as is found in the tree itself for the mill, how is the mill to get grade out of logs cut up into chunks, where grade was not considered?

Close Forest Utilization

A gross return of approximately \$50 per acre of forest land, compared with a return of less than \$300 an acre, had the timber thereon been cut for lumber alone, is given as an illustration of the results of close forest utilization by Howard F. Weiss of the C. F. Burgess Laboratories, Madison, in the last Journal of Forestry. Mr. Weiss bases his figures upon a survey made several years ago in the Pennsylvania forests. He says that the return to the lumber company cutting hemlock logs was \$288 per acre; \$45 per acre from gathering 4½ cords of hemlock bark; \$20 per acre or \$4 per cord was the return from using hemlock tops and culls for pulp; the mill waste was sold for both kindling and pulp with a return of \$25 per acre; the hardwoods on the tract were manufactured into staves at \$6 a thousand for the 13,000 per acre obtained, or \$78; and about \$48 per acre came from cutting the small and defective hardwood waste into "chemical wood" at a return of \$4 per cord.

Knoxville



Famous for Quality and Diversified Supply of Hardwoods

KNOXVILLE, TENN., in the heart of the great Smoky mountain range, is the hub of a vast resource of comparatively untouched hardwoods, comprising oak, poplar, chestnut, ash, walnut, cedar and many other varieties. A notable point of this supply is not merely that it exists in such vast proportions, but that the texture, the color, the figure and the working qualities of all of the hardwoods from this region are rapidly gaining deserved recognition as being of as splendid character as any that has ever existed in the United States. Write to the following firms for your supply of hardwoods in this region:

American Lumber Export Company
 Andes Lumber Company
 Andes-Niceley Lumber Company
 Blue Ridge Tie Company
 W. F. Cale Lumber Company
 Frampton-Foster Lumber Company of Tennessee
 J. M. Logan Lumber Company
 Maples Lumber Company
 J. A. Rayl, Athens, Tenn.
 Rayl Jones Lumber Company
 L. H. Shaffer & Company
 Stair-Sharp Lumber Company
 Tenn. Saw Mills Company—Kimball & Kopcke Co.
 Vestal Lumber & Manufacturing Company



Grant
 S. W. CHI

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

New Rules for Computing Income Tax

The Bureau of Internal Revenue has promulgated at Washington new rules governing the reporting of income and profits in the lumber industry. They cover the subjects of timber depletion, expenses, capital charges, and other principles that figure in computation of costs and profits. The full text of the rules is as follows:

Articles 228, 229, 230, 231, 233, 234 and 235 of Regulations 45 are hereby amended, and Articles 236 and 237 are promulgated, as follows:

Art. 228. Capital recoverable through depletion allowances in the case of timber.—In general, the capital remaining in any year recoverable through depletion allowances may be determined as indicated in Articles 202 and 203. In the case of leases the apportionment of deductions between the lessor and lessee will be made as specified in Article 204. The cost of timber properties shall be determined in accordance with the principles indicated in Article 205. For method of determining fair market value and quantity of timber, see Articles 234, 235 and 236. For depletion purposes the cost of the timber shall not include any part of the cost of the land.

Art. 229. Computation of allowances for depletion of timber for given year.—The allowance for depletion of timber in any taxable year shall be based upon the number of units of timber felled during the year and the unit value of the timber in the timber account or accounts, pertaining to the timber cut. The unit value for a given timber account in a given year shall be the quotient obtained by dividing (a) the total number of units of timber on hand in the given account at the beginning of the year plus the number of units acquired during the year plus (or minus) the number of units required to be added (or deducted) by way of correcting the estimate of the number of units remaining available in the account into (b) the total fair market value as of March 1, 1913, (and/or cost) of the timber on hand at the beginning of the year, plus the cost of the number of units acquired during the year, plus proper additions to capital (See Art. 231). The amount of the deduction for depletion in any taxable year with respect to a given timber account shall be the product of (a) the number of units of timber cut from the given account during the year multiplied by (b) the unit value of the timber for the given account

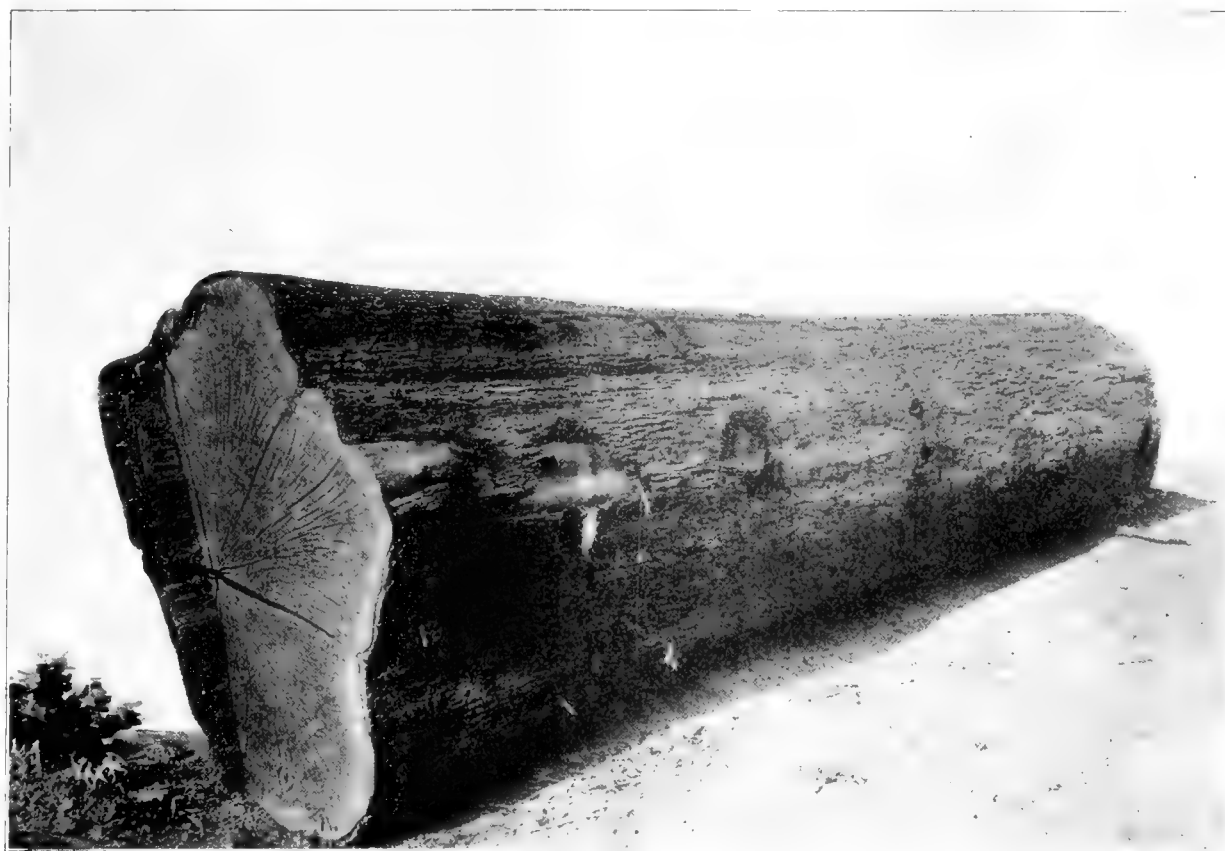
for the year. Those taxpayers, who keep their accounts on a monthly basis, may, at their option, keep their depletion accounts on a monthly basis, in which case the amount deductible on account of depletion for a given month will be determined in the manner outlined above for a given year. The total amount of the deduction for depletion in any taxable year shall be the sum of the amounts deductible for the several timber accounts. For description of timber accounts, see Articles 235 and 236.

The depletion of timber takes place at the time the timber is felled. Since, however, it is not ordinarily practicable to determine the quantity of timber immediately after felling, depletion for purpose of accounting, will be treated as taking place at the time, when in the process of exploitation, the quantity of timber is first definitely determined.

Art. 230. Revaluation of timber not allowed.—In the case of timber acquired prior to March 1, 1913, the fair market value as of that date shall, when determined and approved by the commissioner, be the basis for determining the depletion deduction for each year during the continuance of the ownership under which the fair market value of the timber was fixed, and during such ownership there shall be no redetermination of the fair market value of the timber for such purpose. However, the unit market (or cost) value of the timber will subsequently be changed if from any cause such unit market (or cost) value, if continued as a basis of depletion, shall upon evidence satisfactory to the commissioner be found inadequate or excessive for the extinguishment of the cost, or fair market value as of March 1, 1913, of the timber.

Art. 231. Charges to capital and to expenses in the case of timber.—In the case of a timber property held for future operation by an owner having no subsequent income from the property or from other sources, all expenditures for administration, protection and other carrying charges prior to production on a normal basis shall be charged to capital account; after such a property is on a normal production basis such expenditures shall be treated as current operating expenses. In case a taxpayer, who has a substantial income from other sources owns a timber property which is not yet on a normal production basis, he may, at his option, charge such expenditures with respect to such timber property to capital,

(Continued on page 28)



QUALITY ALL THE WAY THRU

NATURE put quality in the tree—man didn't. Man endeavors to bring out that quality in sawing into lumber with modern accurate machinery. You, though, as a lumber buyer are interested only so far as you receive *all* of that quality the tree produced in the grade you ordered.

Our timber just naturally grew right; our manufacturing is correct, and we are proud to say we never yet forwarded a shipment that did not contain every last foot, high line as well as low line that naturally came in the grade bought. Nor are we laying down on old low-priced orders; they are getting just as careful attention and just as full quality as our latest top market sale.

Manufacturers and Wholesalers Southern Hardwoods

A. M. Richardson Lumber Company
HELENA **ARKANSAS**

Dry Stock Ready For Delivery

REGULAR WIDTH AND LENGTH

Months Dry				Months Dry				
Ash	No. 1	Com.	4/4	6	Plain Sap Gum	1st & 2nd	5/8	5
Ash	No. 2	Com.	4/4	4	Plain Sap Gum	1st & 2nd	3/4	4
Ash	No. 1	Com.	5/4	5	Plain Sap Gum	1st & 2nd	4/4	5
Ash	No. 1	Com.	6/4	4	Plain Sap Gum	1st & 2nd	5/4	6 to 12
Ash	No. 1	Com.	8/4	6	Plain Sap Gum	1st & 2nd	5/4	12 to 14
Cottonwood	No. 1	Com.	4/4	6	Qtd. Red Oak	1st & 2nd	4/4	10
Qtd. Sap Gum	1st & 2nd	4/4	5	Qtd. Red Oak	No. 1	Com.	4/4	10
Qtd. Sap Gum	1st & 2nd	6/4	6	Qtd. Wh. Oak	No. 1	Com.	4/4	10
Qtd. Red Gum	No. 1	Com.	4/4	6	Plain Red Oak	No. 1	Com.	4/4
Plain Red Gum	C. & B.	3/4	8	Plain Wh. Oak	No. 1	Com.	4/4	7
Plain Red Gum	1st & 2nd	4/4	6	Willow	Log Run	4/4	7	
Plain Red Gum	C. & B.	5/4	3	Willow	Log Run	5/4	7	

Write or Wire for Prices

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

New Rules for Computing Income Tax

(Continued from page 26)

or treat them as current operating expenses, but whichever system is adopted must be followed until permission to change to the other system is secured from the commissioner. In the case of timber operations all expenditures prior to production for plants, improvements and equipment, and thereafter all major items to plant and equipment, shall be charged to capital account for purposes of depreciation. After a timber operation has been developed and equipped and has reached its normal output capacity, the cost of additional minor items of equipment and the cost of replacement of minor items of worn-out and discarded plant and equipment may be charged to current operating expenses, unless the taxpayer elects to write off such expenditures through charges for depreciation; however, the method adopted must be followed consistently from year to year.

Art. 232. Not changed.

Art. 233. Information to be furnished by taxpayer claiming depletion of timber. To the income tax return of the taxpayer claiming a deduction for depletion of depreciation or both there shall be attached a map and statement Form T (Timber) for the taxable year covered by the income tax return. Form T (Timber) requires the following: (a) map showing timber and land acquired, timber cut, and timber and land sold; (b) description of, cost of, and terms of purchase or lease of timber and land acquired; (c) proof of profit or loss from sale of capital assets; (d) description of timber with respect to which claim for loss, if any, is made; (e) record of timber cut; (f) changes in each timber account as the result of purchase, sale, cutting, reestimate, or loss; (g) changes in physical property accounts as the result of additions to or deduction from capital and depreciation; (h) operation data with respect to raw finished materials handled and inventoried; (i) unit production costs, and (j) any other data which will be helpful in determining the reasonableness of the depletion, and/or depreciation deductions claimed in the return. Similar information is required for certain years prior to the 1919 taxable year from those taxpayers who have not already furnished it. The specific nature of the information required for the earlier years is given in detail in "Form T—General Forest Industries Questionnaire for the years prior to 1919."

Art. 234. Determination of fair market value of timber.—Where the fair market value of the property at a specified date, in lieu of the cost thereof, is the basis for depletion and depreciation deductions, such value shall be determined, subject to approval or revision by the commissioner

upon audit, by the owner of the property in the light of the most reliable and accurate information available with reference to the condition of the property as it existed at that date, regardless of all subsequent changes, such as changes in surrounding circumstances, in methods of exploitation, in degree of utilization, etc. The value sought will be the selling price assuming a transfer between a willing seller and a willing buyer as of the particular date. Such factors as the following will be given due consideration: (a) character and quality of the timber as determined by species, age, size, condition, etc.; (b) the quantity of timber per acre, the total quantity under consideration, and the location of the timber in question with reference to other timber; (c) accessibility of the timber (location with reference to distance from a common carrier, the topography and other features of the ground upon which the timber stands and over which it must be transported in process of exploitation, the probable cost of exploitation, and the climate and the state of industrial development of the locality; and (d) the freight rates by common carrier to important markets. The timber in question will be valued on its own merits and not on the basis of general averages for regions; however, the value placed upon it, taking into consideration such factors as those mentioned above, will be consistent with that of the other timber in the region. The commissioner will give due weight and consideration to any and all facts and evidence having a bearing on the market value, such as cost, actual sales and transfers of similar properties, the margin between the cost of production and the price realized for timber products, market value of stock or shares, royalties and rentals, value fixed by the owner for the purpose of the capital stock tax, valuation for local or state taxation, partnership accountings, records of litigation in which the value of the property has been involved, the amount at which the property may have been inventoried and/or appraised in probate or similar proceedings, disinterested appraisals by approved methods, and other factors. For depletion purposes the fair market value at a specified date shall not include any part of the value of the land.

Art. 235. Determination of quantity of timber.—Each taxpayer claiming or expecting to claim a deduction for depletion is required to estimate with respect to each separate timber account the total units (feet board measure, log scale, cords or other units) of timber reasonably known or on good evidence believed to have existed on the ground on March 1, 1913, or on the date of acquisition of the property, as the case may be. This estimate shall state as nearly as possible the number of units which would have been found present by a careful estimate made on the specific date with the object of determining 100 per cent of the quantity of timber

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

Annual Capacity
130,000,000 Feet

Our policy of cooperation with our customers has been described by some as too ideal to be practical. We are told that the customer will usually have the attitude of competition, regardless of our attitude toward him.

We do not believe this is true of the vast majority of our patrons. We believe they appreciate fair and liberal treatment, and when dealt with in a spirit of cooperation, they are willing to cooperate.

Our President declared our policy, on an important occasion, as follows:

"The aim of our company has always been to square its actions with a rule of justice; to deal fairly with everyone, whether employees or the public, customers or competitors. Indeed its aim has been more,—it has been its purpose to pursue

this policy in a broad-minded, liberal, if not indeed benevolent spirit."

We think it is a good idea to have the good will of our customers, and to cement that wherever possible by doing more rather than less than the occasion requires.

We tell our salesmen to remember these sentences from our Code of Principles:

"Always do unto others as you would have them do unto you,—but do it first. Confer the benefit, do not wait to receive it. Make the other man your debtor by a feeling that he has been benefited by you."

It is thus we endeavor to

Render Service to all our patrons.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

which the area would have produced on that date if all of the merchantable timber had been cut and utilized in accordance with the standards of utilization prevailing in that region at that time. If, subsequently, during the ownership of the taxpayer making the return, as the net result of the growth of the timber, of changes in standards of utilization, of losses not otherwise accounted for, of abandonment of timber, and/or of errors in the original estimates, there are found to remain on the ground, available for utilization, more or less units of timber than remain in the timber account or accounts, a new estimate of the recoverable units of timber (but not of the cost or the fair market value at a specified date) shall be made, and, when made, shall thereafter constitute a basis for depletion.

Art. 236. Aggregating timber and land for purposes of valuation and accounting.—With a view to logical and reasonable valuation of timber, the taxpayer shall include his timber in one or more accounts. In general, each such account shall include all of the taxpayer's timber which is located in one "block," a "block" being an operation unit which includes all of the taxpayer's timber which would logically go to a single given point of manufacture. In those cases in which the point of manufacture is at a considerable distance, or in which the logs or other products will probably be sold in a log or other market, the "block" may be a logging unit which includes all of the taxpayer's timber which would logically be removed by a single logging development. In exceptional cases, provided there are good and substantial reasons, and subject to approval or revision by the commissioner on audit, the taxpayer may divide the timber in a given "block" into two or more accounts, e. g., timber owned on February 28, 1913, and that purchased subsequently, may be kept in separate accounts, or timber owned on February 28, 1913, and the timber purchased since that date in several distinct transactions may be kept in several distinct accounts, or individual tree species or groups of tree species may be carried in distinct accounts, or special timber products may be carried in distinct accounts, or "blocks" may be divided into two or more accounts based on the character of the timber and/or its accessibility, or scattered tracts may be included in separate accounts. When such a division is made a proper portion of the total value or cost, as the case may be, shall be allocated to each account.

The timber accounts mentioned in the preceding paragraph shall not include any part of the value or cost, as the case may be, of the land. In a manner similar to that prescribed in the foregoing part of this article the land in a given "block" may be carried in a single land account or may be divided into two or more accounts on the basis of its character and/or accessibility. When such a division is made, a proper portion of the total value or cost, as the case may be, will be allocated to each account.

The total value or total cost, as the case may be, of land and timber shall be equitably allocated to the timber and land accounts respectively.

Each of the several land and timber accounts carried on the books of the taxpayer shall be definitely described as to their location on the ground either by maps or by legal descriptions.

For good and substantial reasons, to be approved by the commissioner, or as required by the commissioner, the timber or the land accounts may be readjusted by dividing individual accounts, by combining two or more accounts, or by dividing and recombining accounts.

Art. 237. Timber depletion and depreciation accounts on books.—Every taxpayer claiming or expecting to claim a deduction for depletion and/or depreciation of timber property (including plants, improvements and equipment used in connection therewith) shall keep accurate ledger accounts in which shall be charged the fair market value as of March 1, 1913, or the cost, as the case may be, of (a) the property, and (b) the plants, improvements and equipment, together with such amounts subsequently expended for the administration, protection and other carrying charges, or development of the property or additions to plant and equipment as are not chargeable to current operating expenses. (See Articles 231 and 236). In such accounts there shall be set up separately the quantity of timber, the quantity of land, and the quantity of other resources, if any, and a proper part of the total value or cost shall be allocated to each. (See Article 236.) These accounts shall be credited with the amount of the depreciation and depletion deductions claimed and allowed each year, or the amount of the depreciation and depletion shall be credited to depletion and depreciation reserve accounts, to the end that when the sum of the credits for depletion and depreciation equals the value or cost of the property, plus the amount added thereto for administration, protection and other carrying charges, or development or for additional plant and equipment, less salvage value of the physical property, no further deduction for depletion and depreciation will be allowed.

One of the best known violin makers of this country recently made the following comment on his business:

The fiddles turned out by factories have no voice quality, no tone and no personality. There is as much difference between a violin and a fiddle as there is between an oil painting and a cheap chromo. I choose the making of violins because it combines all the arts and professions in which I am interested. There is real engineering in the construction of the arch of a violin's back. There is sculpture in the carving of the head. There is architecture and history and music in the making of a single instrument. There is also art. I know by instinct when the wood is thin enough. It is because I have a highly sensitive ear that I detect the vibrations of wood and know what progress I am making in turning out a violin.

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

Pertinent Information

Indianapolis Receives Home Building Fund

Plans for furnishing long term loans to stimulate the erection of new homes and medium-priced apartment houses throughout Indianapolis and Indiana were announced recently by Evans Woolen, president of the Fletcher Savings & Trust Company.

Under an arrangement with the Metropolitan Life Insurance Company of New York the local trust company becomes the loaning agent in Indiana for such part of its \$50,000,000 "new home funds" as may be absorbed by the building public in its effort to remedy the present housing shortage.

The life insurance organization recently announced it had set aside millions of dollars for long term loans to home builders in an effort to assist in relieving the housing shortage throughout the country.

Recently several moves have been made in Indianapolis and elsewhere in Indiana toward relief of the housing condition.

Much of the difficulty encountered has been due to the lack of long term money, and it is to this factor of the situation that the local trust company now will turn its attention, its president said today.

Mr. Woolen announced that the cost of the money thus provided for building new homes would be at the general market rate, and that only 3 per cent of the principal involved in the loans, in addition to the interest, is to be payable by the borrower semi-annually.

Correspondent banks in several Indiana cities already have been designated to assist in the program.

Clubs and Associations

Increases and Decreases in Prices

A fallacy printed and no doubt frequently believed in these days of declining prices is, that if an article has increased in price 100 per cent over pre-war or, for instance, 1918 prices, it should decrease a similar per cent. The statement has been made in the press that lumber has increased 100 per cent since the close of the war, but has only decreased 50 per cent, leaving the inference that it should decrease another 50 per cent to be at

normal levels. If \$50 lumber increased in price 100 per cent, it would sell for \$100; when it decreases 50 per cent, it is back at the original price of \$50. There is no mystery about this; it is merely a matter of arithmetic.

Memphis Club Reaches Highest Number

Three new members were elected by the Lumbermen's Club of Memphis at the Hotel Gayoso Saturday, October 16, thus bringing the membership of this organization to the highest point in its history. The newly elected are: F. A. Peltier, Tustin Hardwood Lumber Company; W. R. Pharr, W. R. Pharr Lumber Company, and V. E. Porter, E. L. Hendrick Lumber Company, all of Memphis. Two applications for membership were filed by the proper committee. These will be voted on at the next regular meeting.

But, despite the record-breaking membership, the club found it necessary to vote an assessment of \$10 on each active member of this organization as of record June 15, 1920. The board of directors recommended this course and the members voted unanimously in favor of it. The club, like all other individuals, firms, corporations and organizations, has experienced decided increase in expenses and the assessment was made with a view to putting its finances in proper shape.

The attendance was unusually large. J. V. Rush, president, occupied the chair. The usual luncheon was served.

President of the National Wholesale Lumber Dealers' Association on Returning from Europe Advises Watchful Waiting Attitude—Optimistic on Future

John W. McClure, Memphis, Tenn., president of the National Wholesale Lumber Dealers' Association, accompanied by his father, Matthew L. McClure, returned on Wednesday, three weeks ago, on the Carmania from a several weeks' trip to Europe. Mr. McClure spent some time in Ireland, visiting the old home of his father, and during his trip to England had an opportunity of making many business observations. In speaking of the lumber situation in the United Kingdom Mr. McClure said:

"Conditions generally abroad are unsettled, disturbed and abnormal, politically, socially and commercially. The reactions from the restraints and intense efforts necessitated by war conditions have resulted in a reckless disregard of laws and government, especially on the part of the so-called working classes. Until these conditions adjust themselves and every man realizes that the old natural law of compensation, 'an honest day's work for an honest day's pay' still governs and is still just as sure in its rewards and punishments as it has ever been in the history of human

Forest Conservation by Better Utilization

Instances Are Cited Whereby Over Ten Billion Board Feet of Timber May Be Annually Conserved

By Ovid M. Butler

Assistant Director, Forest Products Laboratory

Stripped of ramifying and controversial details, the forest problem comes down to the need of providing timber to meet the forthcoming requirements of the wood-using industries of the country. There are two main lines along which that problem is to be met. One is by protecting the remaining forests and forest lands from fire and other natural destroying agencies and by bringing back to timber production cut-over forest land suitable chiefly for timber production. The other is by the conservation of the merchantable timber now standing by better utilization of the natural cut, or expressed in a different way, the curtailment of the annual drain upon the forests by more complete and scientific use of the trees cut. Concerted action in both directions is essential. Much has been written within the past twelve months about the ways and means of procedure under the first method and it has been the storm center of advocates of different forest policies. The second course has not been given as prominent mention or consideration as its remedial possibilities merit.

It is in connection with this latter phase of the subject that this statement has to do. But there is one point applying with equal force to forest production and forest conservation, which should first be mentioned because men whose business and financial interests are tied up in wood-using industries can well give it thought. A common reaction of the business man to the forest problem is that it is essentially a piece of uplift work for the benefit of future generations. That is not the case, especially if you will consider immediate benefits to be derived from possible accomplishments in the field of lumber conservation and utilization. Nor is it true of timber production. Great scarcity of timber supplies react upon the value of the established wood-working plants dependent upon those supplies. As the forest becomes more and more distant from the factory, there is a potential force at work pressing down the value of the plant and when the time arrives when it is necessary to depend upon the Pacific slope for timber to keep the factory in Pennsylvania or Indiana running, that force is going to register with somewhat of a shock.

Merely as an example, let us take the furniture industry at Grand Rapids established at a time when the forests were almost on the outskirts of the city. It has become the greatest furniture manufacturing point in the country but instead of millions of acres of forests immediately tributary, the state of Michigan today is practically cut out and one-third of its land is unproductive and a waste. The industries established when forests were close at hand are now drawing upon forests bordering the Gulf of

Mexico. There are in the state of Michigan today ten million acres of unproductive forest land, which once bore the finest forests of the country. These lands are reverting to the state, for non-payment of taxes at the rate of 3,000 acres a month. Already over two million acres have thus gone into bankruptcy. I submit for your thought whether or not the value of these great furniture plants in and around Grand Rapids would be enhanced today by a good crop of merchantable timber growing on those lands.

But the timber is not there and it will be said the planting of those lands with young trees will be of benefit only to future generations. I believe that if all or a part of those lands were planted and were today supporting a young stand of thrifty trees,—a potential forest instead of a waste of brush and weeds—it would at once add stability to every plant investment originally underwritten by a once strong forest reserve insurance, which is now rapidly going into the hands of a receiver. It would enhance the credit strength of these plants, possibly not a great deal at once, but to an increasing amount as time goes on because when your plant must draw on supplies one or two thousand miles distant with all the intervening possibilities of transportation disruption, its sale or collateral value automatically shrinks.

Turning now to the question of better utilization of the timber which we cut each year. The man with a dollar in the bank can do infinitely more and do it quicker with that dollar than can the man who has first to earn his dollar. That is essentially the advantage, from the practical standpoint of getting results quickly which those who direct their energies upon conservation have over those devoting themselves to timber production. It appeals to me that it is easier to make one tree which you have in hand do the work of two than to raise two trees of which the seed is not yet planted. This seems especially true when we consider that less than half of every tree cut in the forest is fully utilized. The Madison Section of the Society of American Foresters has been giving some study to the place of utilization in a national forest policy and the statistics which follow have, in part, been amended by its forestry committee.

According to the best figures available, our present consumption of lumber is around 40 billion board feet. To put this amount of timber on the markets and in your factory requires the cutting in the woods of possibly 75 billion feet of standing timber. There is an inevitable waste between the tree and the market and it would be foolish to even speculate upon saving all of this waste under present economic conditions in most of our country, but there are places where it seems wholly feasible and

* Presented at organization meeting of the Association of Wood Using Industries, held at Chicago, Sept. 28, 1920.

(Continued on page 34)

Recognition

Those who appreciate the best in every part of the world seek American walnut, knowing full well it is the world's best cabinet wood. It possesses every virtue demanded by cabinet makers.

We specialize in

American Walnut

Cutting both lumber and veneers of walnut by the most approved methods, and manufacturing only logs from selected trees. The result is the best veneer and lumber possible to produce. May we not have a list of your needs, so that we may prepare to quote and serve you?

Des Moines Sawmill Co.

INCORPORATED

"Walnut Specialists"

DES MOINES
IOWA

The time to buy Veneers—
Mahogany, Walnut, Quartered Oak,
Figured Gum is now
while you have spare time
to give selection
your very careful attention;
and while the manufacturer is
well stocked with all
varieties and grades.

The present depression is
only temporary.

Therefore select and buy
before the manufacturer is
snowed under with orders.

Speaking of snow when it
commences to fly,
transportation will be
seriously interfered with.

And speaking of manufacturers,
try, if you have not already done so,

THE LOUISVILLE VENEER MILLS
Manufacturers for Thirty-one Years
LOUISVILLE, KENTUCKY

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Forest Conservation by Better Utilization

(Continued from page 31)

practicable to bring about large savings and thus to relieve the drain upon the growing timber we have in hand. A few of these possibilities will be named, more to suggest the profitable and practical field which lies ahead.

Since we are considering the general subject of making timber last longer, it is perhaps proper to mention first the possibilities of timber preservation. Of ties alone the railroad and electric lines of this country use approximately 120 million a year of which about 28 per cent are treated. The average life of a railroad tie properly treated is 15 years; of an untreated tie about $7\frac{1}{2}$ years. If all ties were treated the average consumption would thus be reduced one-half or to $42\frac{1}{2}$ million ties, a saving of over $1\frac{1}{2}$ billion board feet. In its report of 1920 the Tie Committee of the American Railway Engineering Association estimates the saving would be somewhat greater or about 2 billion board feet.

Railroad ties, however, are not the only wood products subject to profitable preservation treatment. If we include in addition poles, posts, piles, mine props, shingles and lumber used under conditions much subject to decay, the annual saving by the application of efficient preservative practice would amount to some 6 billion board feet. It is too much to expect of human nature that every stick of timber which technically ought to be treated will be treated but it is within the realm of reason to save some 4 or 5 billion feet of timber by extending standard treating practice.

Segregating the secondary wood-using industries which can use large quantities of cut-up or dimension stock, it is found that their total consumption amounts to 8 or 9 billion feet. Deducting 25 per cent to cover the large dimension sizes bought in standard lumber dimensions, there remains some 5 or 6 billion feet of small dimension stock. For the most part this stock comes from standard lumber sizes and to that extent diverts standard lumber sizes from uses requiring standard dimensions. How much of this small dimension stock might be made up by closer utilization at the mills or by interchanged utilization among the wood-using industries it is impossible to

say, but there is a great field here for conservation by developing a more intense manufacturing of slabs, edgings, crooked, small and defective logs now wasted. It has been estimated that all requirements for this small dimension stock could be met from timber now wasted. If that is the case it would reduce the present drain upon our forests some 5 or 6 billion feet.

The forest requirements of the paper industry of the United States amounts to some 6 million cords annually of which about 4 million cords are utilized by processes other than ground wood pulp. We are leaning on Canada for 20 per cent of this supply. The best utilization that has thus far been accomplished under chemical processes is 45 per cent of the wood substance. Thus for every cord of wood pulped by these processes some 55 per cent of the original weight of the wood is lost. In terms of our annual consumption of pulpwood this amounts to over 2 million cords. It is the usual practice for pulp mills to store their wood over considerable periods and recent investigations indicate that improper methods of storing result in an actual wood loss of 10 or 15 per cent in the weight of the wood. This means an annual loss to the industry and to the nation of 575,000 tons of pulpwood with a valuation of over \$11,000,000. But the waste of pulpwood does not end here. The raw wood is converted into ground wood pulp, and much of it must necessarily be ground during periods of high water then held in storage. Infection with consequent decay is apt to occur causing a large annual loss estimated by the industry at \$5,000,000 annually. Thus systematic studies to develop most efficient practices in this field should further reduce the present drain upon our timber in hand.

It has been estimated that there is an annual loss exceeding one billion feet in the seasoning of lumber. While this may not be a complete loss in the sense that the lumber cannot be used, it is a drain upon higher quality material and contributes directly to the accumulation of low grade and less usable lumber. By the introduction of proper methods of kiln drying, it should be possible eventually to cut that loss in two. Similarly in the steam bending of material going into furniture vehicles, etc., there is a large loss of high quality lumber, much of which it would be possible to save by systematic studies and investigation to determine how various species can be bent with minimum loss. The great box industry, using some four and a half billion feet of lumber annually, offers another field for relieving the annual drain upon our forests. This industry is already engaged in the development of boxes which will not contain more lumber than is necessary to serve the purpose. What saving would be possible in this field cannot, of course, be estimated, but during the war boxes which were tested at the Forest Products Laboratory and then redesigned on lines of balanced construction showed savings in lumber ranging from 20 to 40 per cent. This, of course, is very much higher than would be shown for the average commercial box.

(Continued on page 42)

IMMEDIATE SHIPMENT

Rotary Cut Gum Veneers

cut to your thickness specifications any width and length or log run.

3-Ply Gum Panels

1-8 inch to 7-16 inch varying by 1-16ths, 6 inches to 48 inches wide by 18 inches to 72 inches long.

3-Ply Birch Panels

200,000 square feet 5-16 inch. Good one side, finished one side. 6 inches to 44 inches wide by 18 inches to 72 inches long.

Attractive Prices

Send Your Specifications to

Flora American Plywood Co., Ltd.

SALES AND EXECUTIVE OFFICE
165 BROADWAY, NEW YORK CITY

PERKINS GLUE

Is an Institution

It is based on a solid foundation. This has been proven in the history of our business. Starting only about fourteen years ago we had to educate the entire woodworking trade to the idea of Vegetable Glue.

Today our sign

PERKINS

183

Trade Mark
Reg. U. S. Pat. Off.

means to the woodworking trade

RELIABILITY, UNIFORM QUALITY AND SERVICE

It is our constant study and labor to make the best so our customers may get the best

Its First Cost is Its Last Cost

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory & General Offices:
LANSDALE, PA.

Sales Office:
SOUTH BEND, IND.

New Plans of an Old Concern

The double page advertisement of The Williamson Veneer Company of Baltimore, appearing in this issue of Hardwood Record, is a matter of such unique interest as to warrant news comment. This advertisement marks a change in business thought and a recognition of publicity value by one of the oldest, best known and most conservative veneer houses in the country. The new plan has brought about abandonment of a long established jobbing connection in favor of a comprehensive, direct-to-the-trade policy. Concurrently it eradicates the too conservative idea that advertising is not necessary in the veneer business.

Hardwood Record's unusual interest in this advertising is largely based on the history of the company, which dates back to the beginning of modern veneer manufacturing. Its founders and their successors have builded well if conservatively. Its reputation for probity and for high grade product has long since been internationally established. Indeed, if it were true that any business could afford to rely solely on prestige gained by long and honorable service, and to leave advertising out of its merchandising plans, The Williamson Veneer Company would surely be so fitted. So the significance of its new policy is marked.

Hardwood Record first became interested in this de-

parture from old methods through the understanding explanation which accompanied the announcement from Baltimore. The following quotation from The Williamson Veneer Company's letter reflects a thorough understanding of the whole subject of merchandising:

"Modern business thought concedes that it is not enough merely to produce a first-class article. The knowledge of where a fine piece of goods can be obtained is limited to those who have been fortunate enough to come haphazard in touch with the producer of it. Naturally this knowledge in the course of many years comes to be widespread, which fact is one of the strongest points the opposers of advertising can make. The answer is obvious. However large may be the number of those who know of a given article by direct or even indirect contact with it or its producer, the number of those who would be glad to know of it and do not must evidently be many times greater. It is the purpose of advertising to inform such people."

Largely increased facilities effected during the war period give added reason for the change in policy. With a plant formerly inadequate to more than take care of unsolicited business, it was not then as now necessary to cater to the trade.

An earlier paragraph referred to the long and honor-

(Continued on page 40)



THERMOSTATICALLY CONTROLLED STEAMING VATS

THERMOSTATICALLY controlled steaming vats correctly prepare veneer logs and flitches for cutting. While not *all-important* in themselves they reflect thorough care and knowledge throughout the manufacturing processes.

This one point is typical of every unit in our extensive hardwood lumbering and veneer operations. The entire equipment behind our band mills; the facilities accessory to our veneer operations are all carefully planned to attain the best results.

Our timber represents the critical selection of a trained timber department, including twenty experienced timber buyers. The lumber is cut in four modern mills equipped with five band saws. The veneer logs and flitches are converted at three plants operating an unusually large battery of saws, slicers and rotaries.

The product we offer consists of the best obtainable white oak, walnut, poplar, ash and other hardwood lumber, sawed quartered white oak veneers, sliced and rotary cut walnut veneers and rotary cut yellow poplar crossbanding.

Each product is made in an especially designed plant. The extent of our organization gives satisfactory guarantee of service to buyers.

WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY



THE

WILLIAMSON

announces the opening of a

BRANCH OFFICE IN CHICAGO

FOR many years this Company has conducted its operations in Chicago and vicinity thru a firm of jobbers and has enjoyed a substantial business in that way. The Company now finds, however, that, by establishing a direct branch show room and sales office in Chicago, they can serve not only their old trade as well as or better than here-to-fore but many additional customers, giving to all the kind of service which, with the quality of its products - has built the reputation of this firm.

SAMPLES of a full line of our veneers are now in Chicago and a cordial invitation is hereby extended to the trade to communicate with our representative — Mr. R. J. Cavanaugh.

TEMPORARY ADDRESS

Pending later announcement of permanent location

THE HOTEL LA SALLE

VENEER CO. INC.



MANUFACTURERS and MERCHANTS

MILLS

BALTIMORE. MD.

WALNUT BUTTS

MAHOGANY

OAK, POPLAR

LONG WALNUT

and other fancy wood veneers.

BRANCH OFFICES & SHOW-ROOMS



NEW YORK CITY

FORTY-FIRST ST. & SIXTH AVE

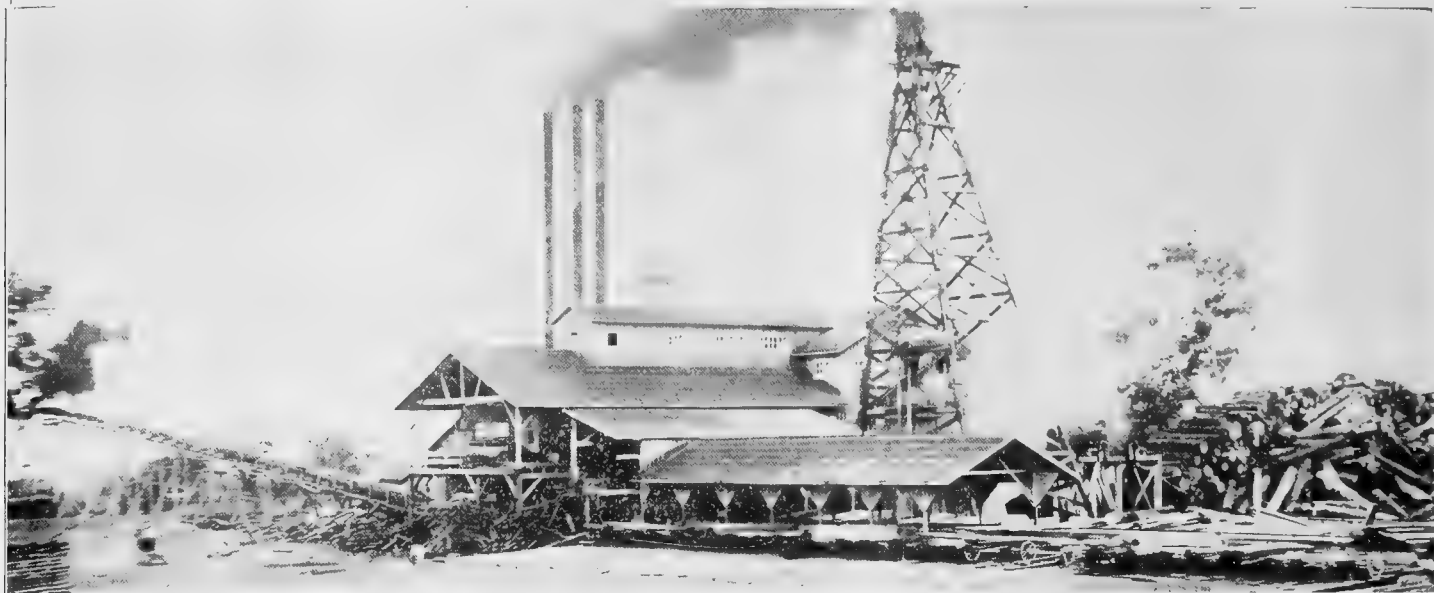
CHICAGO (TEMPORARY) HOTEL LA SALLE

JAMESTOWN-N.Y. HIGHPOINT.N.C.



CHOICE ASSORTMENT OF TENSAS DELTA HARDWOODS

SAP GUM		GUM		RED GUM		RED OAK		OAK		WHITE OAK	
5/8" No. 1 Common	25,000'	1 1/4" No. 3 Common	53,000'	1/4" 1st & 2nds, Plan.	33,700'	1/4" 1st & 2nds, Plan.	92,600'	1/4" Sound Wormy	19,000'	1/4" No. 1 Common, Plan.	112,700'
1/2" No. 1 Common	260,500'			1/4" No. 1 Common, Plan.	190,800'	1/4" No. 1 Common, Plan.	373,300'	5/4" No. 1 Com. & Btr., Plan.	15,100'	1/4" No. 2 Common, Plan.	107,000'
1/2" No. 2 Common	37,400'			1/4" No. 2 Common, Plan.	171,300'	1/4" No. 2 Common, Plan.	178,000'	1/4" No. 1 Com. & Btr., Plan.	29,800'		
1/4" 1st & 2nds, Qtd	10,500'			1/4" 1st & 2nds, Qtd	21,500'			4/4" No. 1 Common, Plan.	10,800'		
1/4" No. 1 Com. & Btr., Qtd	19,000'										
1/4" No. 1 Common, Qtd	32,900'										
8/4" No. 1 Com. & Btr., Qtd	22,900'										



The Mill That Produces 20,000,000 Feet Annually "Clayton Quality" Southern Hardwoods from the Tensas Delta

Band Mill
CLAYTON, LA.**UTLEY-HOLLOWAY COMPANY**Gen'l Offices, Conway Bldg.
CHICAGO, ILL.

(Continued from page 36)

able history of this house. It may be of interest to trace briefly its development.

The Adams & Williamson Veneer Company was founded more than half a century ago at Indianapolis by Marshall D. Williamson, the pioneer in the veneer business in the then "West." Marshall D. Williamson was active in all departments of his business and the many improvements in methods and equipment which his thorough knowledge enabled him to perfect, and the unfailing honesty of his business relations, fore-ordained his marked success and the perpetuation of his name in the industry.

Two generations have succeeded him. Dwight W. Williamson, his son, has been actively in the business for thirty-five years and is president of the company. Roger W. Williamson, his grandson, vice-president and sales manager, has been a principal in the organization for the past ten years.

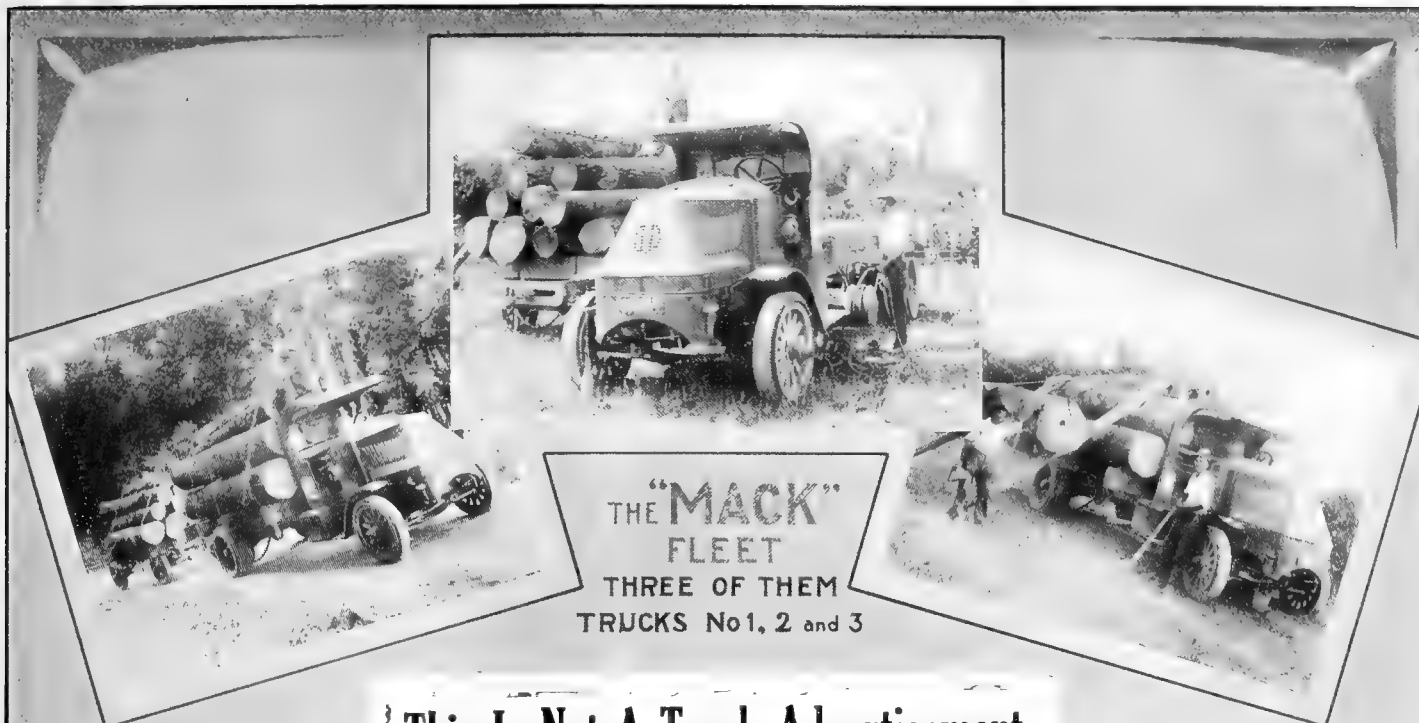
While leaning strongly toward the conservative in advertising his accomplishments, D. W. Williamson has contributed a great number of the improvements in veneer machinery, which make possible the precision and speed characteristic of American veneer mills. His knowledge of logs ranks him as an authority whose right to that position is recognized wherever veneer is made or used.

In 1900 the company moved its plant from Indianapolis to Baltimore, recognizing the superior facilities afforded by that city for the collection of the choicest timber from all parts of the country, especially the South. Enor-

mous quantities of logs are exported through the port of Baltimore, which frequently makes it possible to secure an unusual selection. Moreover, it is one of the best locations on the Atlantic Coast for the importation of veneer logs of foreign precious woods and the export of veneers.

The Baltimore mill was completely destroyed by fire July 4, 1904. It was, however, immediately rebuilt and now consists of six substantial buildings; cutting mill, sawmill, dryhouse, warehouse, power house and office building. The equipment includes a seventeen foot two-inch slicer, three ten-foot rotary veneer machines, three seven-foot rotary veneer machines and two sawmills. The major machines are backed by adequate accessory equipment, carefully chosen for its merit and adaptability to requirements. N. Franklin Hart is in charge of manufacture. The brief historical background brings us down to current events and the specific purpose of the announcement. Hardwood Record is glad to chronicle the fact that another manufacturer of high-grade veneers has come to fully recognize the vast importance of the great central market and will henceforth be represented in Chicago by its own organization. R. J. Cavanaugh, formerly in charge of the Jamestown office, is now permanently located at Chicago, temporarily at the Hotel La Salle. He will represent the Williamson Company exclusively in Chicago and surrounding territory.

Mr. Cavanaugh's associates are H. C. Livingston, in charge of the New York office, and C. J. Cummins, who handles the southeastern territory out of High Point, N. C.



"MACK"
FLEET
THREE OF THEM
TRUCKS No 1, 2 and 3

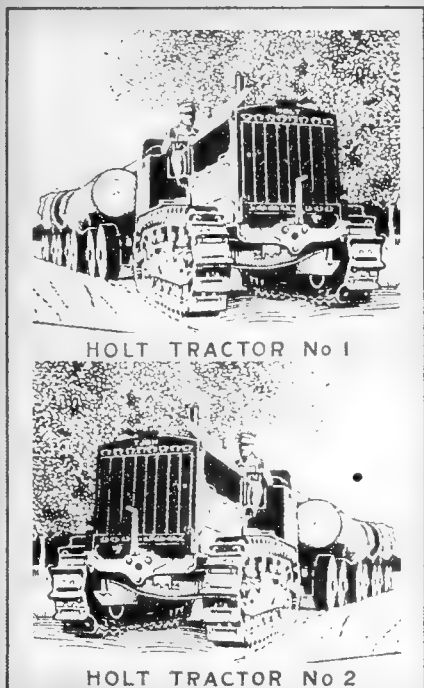
This Is Not A Truck Advertisement

A half century ago this company was founded on its present site. Today the popular idea is that Indiana and Ohio are devoid of timber. The extensive logging equipment here pictured is but the mechanical end of our logging department, all operating within a radius of 100 miles of our Indiana mills, and hauling northern grown Oak, Walnut, Ash, and other high-grade logs to the railroad. These machines with a full complement of trailers and animals will be so occupied for years.

Since its inception, the company has never been out of the family, and therein lies its strength. An intimate knowledge of all supplies of virgin growth northern timber makes possible an unceasing flow of as good logs as we cut fifty years ago.

Efficiency in manufacture has become traditional in our organization. The genuine and the perfect in northern grown hardwoods are our pride.

Hoffman Bros. Company
FT. WAYNE, INDIANA

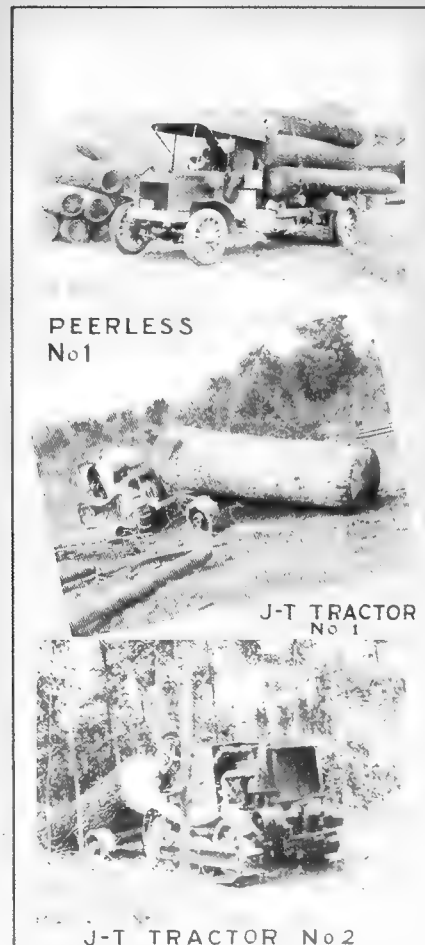


HOLT TRACTOR No 1

HOLT TRACTOR No 2



Est. 1862
Inc 1904



PEERLESS
No 1

J-T TRACTOR
No 2

J-T TRACTOR No 2

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 34)

That would mean 10 billion feet of ripe timber saved each year. It would save one year's supply every fourth year. It would prolong by 25 per cent the timber reserve—the forest insurance assets—of the wood-using industries. To accomplish that by planting new forests and growing new timber will require annually almost half a million acres, a cash outlay of some 10 million dollars followed by 80 to 100 years of upkeep and protection. Furthermore, in the working out of the forest problem, the most critical times will come in the period between the exhaustion of the present forests and the maturity of new forests. The possible saving annually of 10 billion feet of timber on the stump is worth looking into and the wood dependent industry that doesn't see it is blind to its own interests and to its opportunities.

Without minimizing in any degree the importance of forest production, the field of conservation by better utilization stands out therefore as an intensely practical means of accomplishing immediate results in reducing the drain upon the timber we already have—timber produced in the course of hundreds of years of growth and renewable only in the same way. Immediate steps towards forest production are needed to provide timber for the future; conservation by better utilization accompanied by adequate forest protection is needed to keep timber behind your factories and to bridge the critical gap of an intervening shortage which already impends.

This organization now in process of formation has before it this great field of possibilities for service to itself and to its customers—the public. Once thoroughly organized with all wood-using industries represented, the field could be critically and intelligently surveyed and a definite program drawn along those lines promising greatest return. That program will necessarily be one of research—research in the sense of collecting and co-ordinating information which, although now available, is so widely disseminated as to prevent intelligent and constructive application and research of the more intensive kind which seeks to yield new information needed in developing the most productive measures of conservation by better utilization.

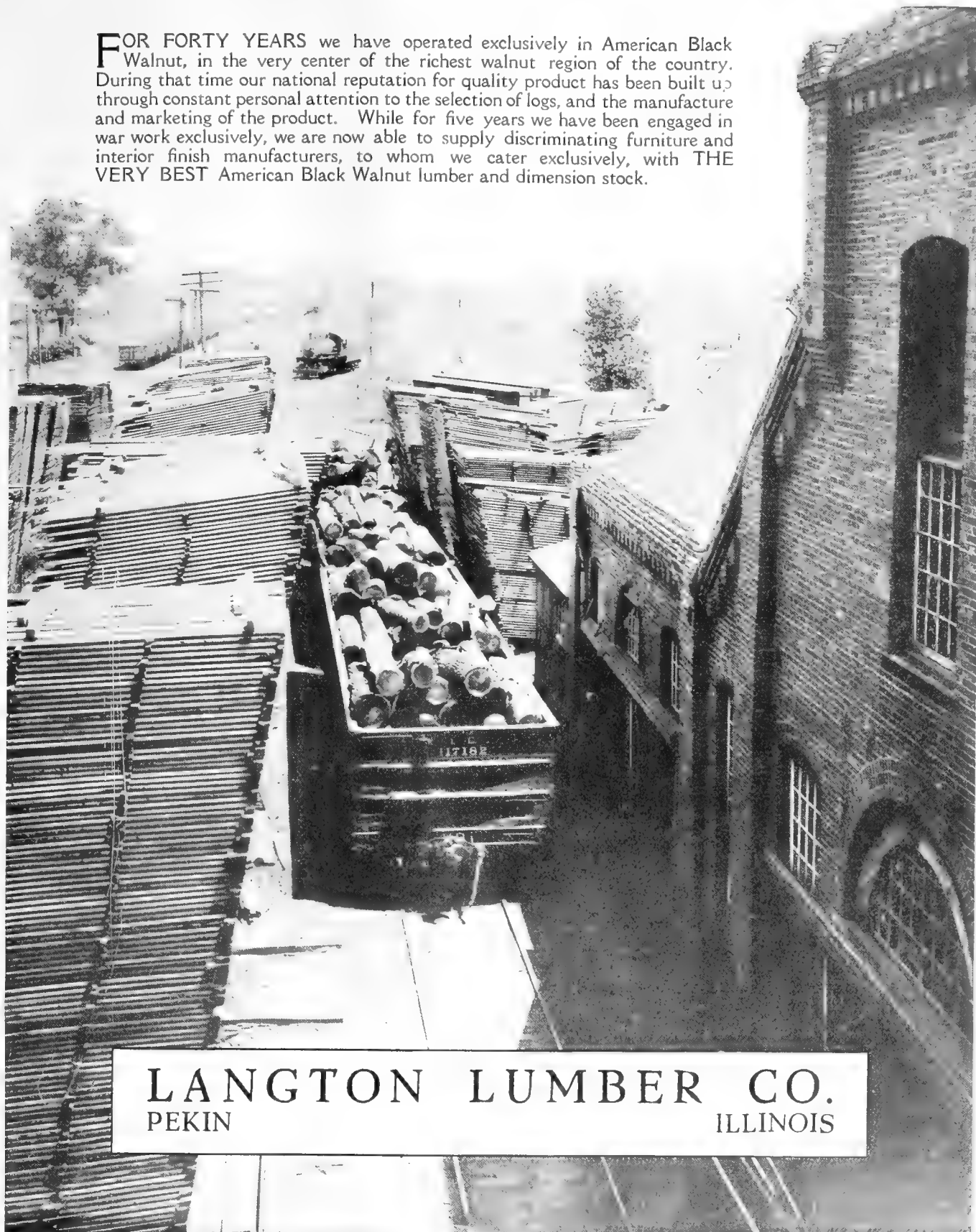
Every year our forest principal is being reduced uselessly by some 4 or 5 billion feet destroyed by fire and other natural agencies. This loss, of course, should be reduced to a minimum, and while it possibly does not come under the category of conservation by better utilization, it is a source of loss that should have the active attention of every industry using or dependent upon wood.

There is undoubtedly a great volume of wood which goes into the waste heap at various wood-using factories which is subject to salvage through some sort of a wood waste exchange or clearing house of information established by the industries themselves. This would lead unquestionably to much material, which is now scrapped,

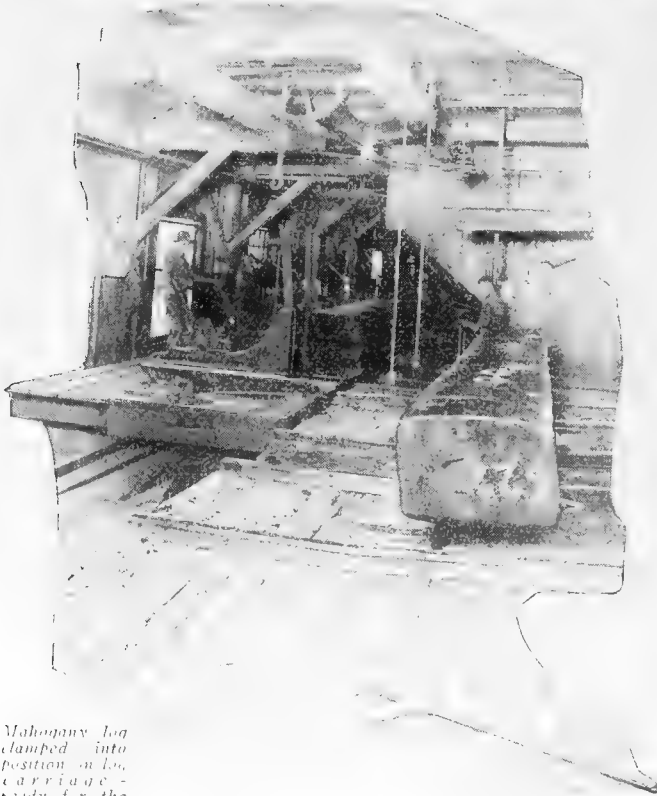
(Continued on page 45)

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS



Mahogany log clamped into position on log carriage—ready for the band-saw.

Lumber or Veneer?

The soundest mahogany logs are unsolved mysteries until the bandsaws reveal their inner beauty. Then the exacting demands of our experts decide whether each log is satisfactory for lumber or veneer.

Careful attention to detail in maintaining a high standard is one of the elements which have made us the largest complete mahogany organization on the Atlantic and Gulf Seaboard.

Astoria Mahogany Company, Inc.
1031 Steinway Avenue Long Island City, N. Y.

Successors to
Huddleston-Marsh Mahogany Company
Astoria Veneer Mills & Dock Company
F. W. Kirch, Inc.

Mills and Yards, Long Island City, New York

Branches: 14 N. Market Ave., Grand Rapids, Mich. 2256 Lamar St., Chicago

THE DEAN-SPICKER CO.

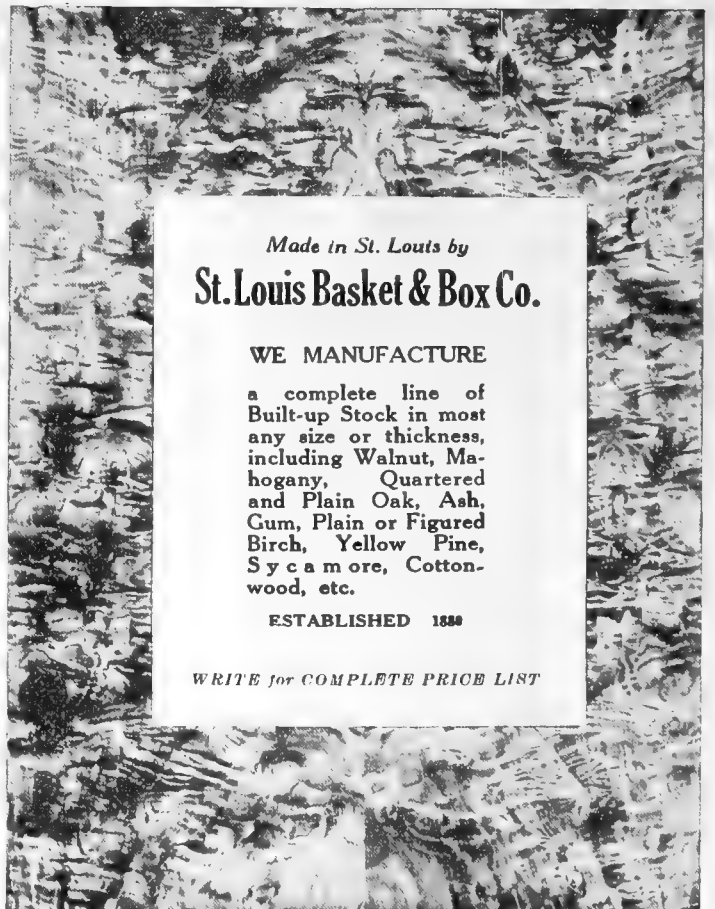
Manufacturers of

VENEERS

Oak — Mahogany — Walnut
AND

LUMBER

22nd St. and So. Crawford Ave. Chicago



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 42)

finding a market elsewhere. There are today many industries using grades of wood which are being burned as waste in other industries. This is due to ignorance of wood-using requirements and the lack of an effective medium by which different factories or industries may gain a clear idea of relative market requirements and the possibilities either of acquiring waste lumber from other industries or of disposing of their own waste to factories which can use it.

In the few instances cited a saving of well over 10 billion feet was indicated, but assume that in the whole field the most that could be hoped for by good business utilization amounts to 10 billion feet annually.

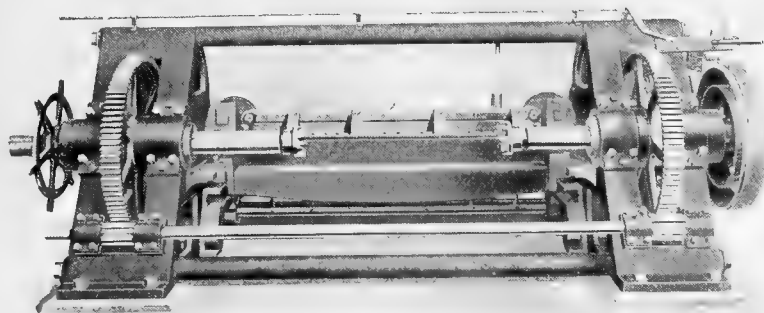
SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

*ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS*

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.



We Build All the Machinery for a Veneer Plant

The New 20th Century Model VENEER LATHE

Has a number of important improvements which have been carefully worked out and thoroughly tested.

No babbitted bearings used in its construction. Carefully fitted journals that are interchangeable are used instead.

Write for Bulletin No. 201

THE COE MFG. COMPANY
PAINESVILLE, OHIO, U. S. A.

LATHES CLIPPERS KNIFE GRINDERS DRYERS

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

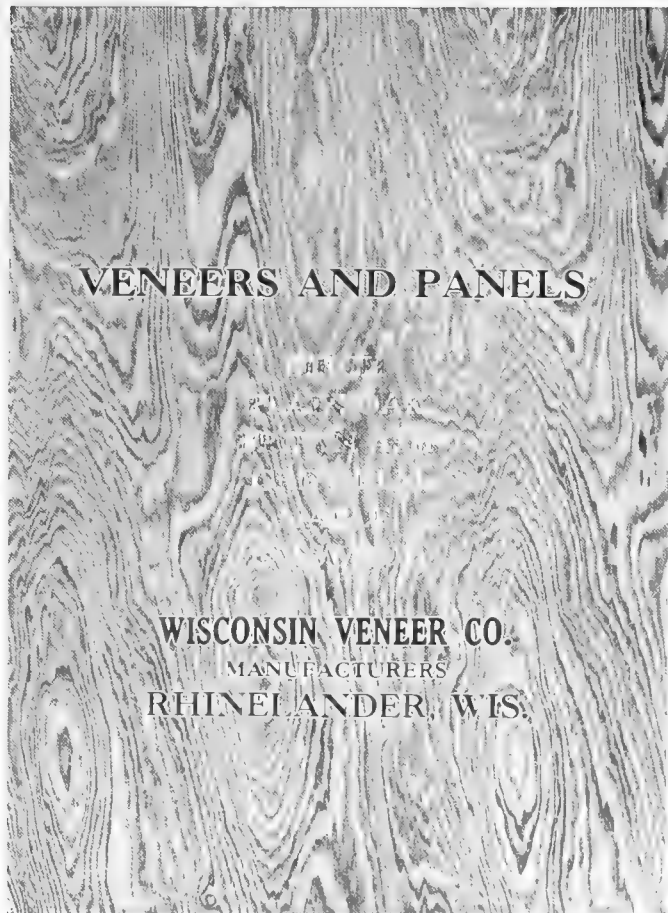
NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

VENEERS AND PANELS

WISCONSIN VENEER CO.

MANUFACTURERS

RHINELANDER, WIS.



Evansville

QUARTERED WHITE OAK

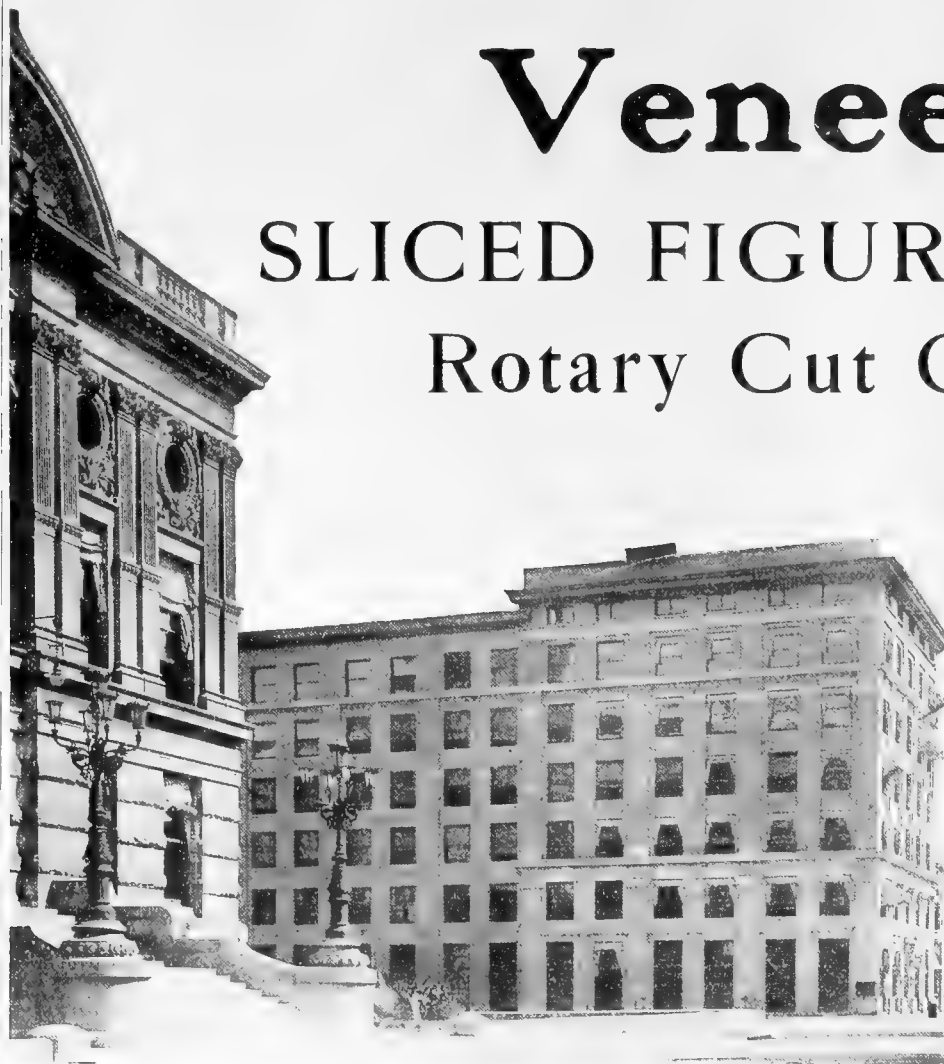
Indiana

SLICED BLACK WALNUT

Veneer

SLICED FIGURED GUM

Rotary Cut Gum



Prompt
Delivery

Prices
Right

THE
Evansville Veneer Co.
VENEERS.
EVANSVILLE, IND.

FURNITURE EXCHANGE EVANSVILLE, IND.

affairs, then will it become possible to gauge the future with that degree of confidence which is necessary to the conduct of successful business.

"At the present time, the consumption of hardwoods abroad has reached a minimum which might almost be called nil. The supplies on hand are ample to take care of present requirements, although they might be considered small as compared with normal conditions. In other words, present stocks would be consumed within a few months under normal demand, but at present rate of consumption, are ample for as many years, if present conditions continue. No new commitments can be made with any certainty of the future. Conditions are entirely too unsettled to permit of speculation. Financial conditions are compelling a liquidation of stocks on hand rather than permitting an investment in supplies for the future. The volume of buying is very small and restricted to absolute necessity.

"Under such conditions prices are extremely sensitive to the slightest circumstances. Merchants are inclined to hold prices firm and would dislike to experience any sudden and radical declines. Many of them are holding their stocks rather than making concessions in price. However, the arrival of low quotations intended to force buying, or the efforts of brokers to force the sale of even two or three consignment shipments through reduced prices, causes much disturbance in the market and has a tendency to restrict buying rather than encourage it. In a general way, it may be said that buyers are very willing to pay ruling prices for what they must buy, but are not inclined to buy anything not actually needed, even at greatly reduced prices.

"The great difference in exchange and the fluctuations in the exchange rates are, of course, having a marked effect upon the lumber industry abroad. What little lumber is being consumed in United Kingdom markets is coming from stocks mostly imported before the big slump in sterling exchange. Although ruling prices compare favorably with market conditions at home based on normal rate of exchange, there is everywhere evident the peculiar condition of lumber being sold ex yard in United Kingdom ports at less than present replacement values when taking the present exchange rates into consideration. This situation is bringing about a small movement of American hardwoods from United Kingdom ports back to America. Whether or not this movement will develop into important volume will, of course, depend upon the movement of the exchange rate and the comparative values prevalent on the two sides.

"The practice of consigning lumber abroad under present conditions is bringing disastrous results to shippers. It is amazing to find some of our best shippers still sending over consignments in the face of almost certain heavy losses. The reliable brokers abroad are doing everything possible to discourage consignments, but still they come, though in much smaller volume than formerly. In some cases, the brokers are refusing to advance against consignments and as a result, the lumber is left on the docks to consume its value in the heavy charges now current.

"It is impossible to make any predictions for the future with any confidence. Old precedents have gone into the discard. The term 'normal' is an unknown quantity, and must be left for the future to determine. Whenever conditions come in which supply and demand are evenly balanced, a new 'normal' will be established as a basis upon which the future can be reckoned. In the meantime disturbances and fluctuations in the market can be expected. There are many optimists over there who are looking for some improvement in conditions commencing in October with good prospects for next year. I feel inclined to accept this view. Much depends upon the attitude of the American shippers. If they adopt the wiser course of withholding consignments, of quoting prices only upon direct inquiry and not attempting to force the market, it will help conditions wonderfully.

"Every disease creates its own toxin, and there is not wanting evidence that in Europe the toxins are beginning to stop the inroads of the disease. The remedy is work, and whenever Europe gets back to work, there will be a great demand for American lumber which will insure a steady market at remunerative prices for a period of years. If American shippers could only adopt the 'watchful waiting' attitude, watch for the development of these conditions and make their plans to take care of these requirements when they come, but not to anticipate by shipping in advance of demand, the rewards will be certain.

"I personally visited only the principal United Kingdom markets, but I learned from lumbermen who had been to the Continent, that conditions there were much the same as in Great Britain. Whatever difference exists is in degree rather than in fundamentals."

New Embargo Regulations

"New regulations governing the handling of embargoes will become operative at once, and these rules provide that embargoes will not be authorized to prevent the acceptance of freight unless necessary and unless bona fide reasons are given."

The foregoing announcement was made today by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, who added that the association "has had many complaints from shippers, who claim that embargoes were improperly obtained by their customers to prevent acceptance of freight."

It will be recalled that Mr. Townshend, in a recent address before the Lumbermen's Club of Memphis, pointed out that embargoes against ship-

ments to Detroit provided that the consignee must secure the permit, and that this situation left the seller of lumber to Detroit customers practically at the mercy of the latter. He suggested that this situation needed correction, and it is apparent, from the announcement already made, that it has received attention at the hands of the Interstate Commerce Commission to such extent that all embargoes must be established only where adequate reasons are given, and that they cannot be used to avoid receipt of freight.

East Still Buying Lightly in West

Heavy cargo buying slightly increased the amount of new business received by 121 mills reporting to the West Coast Lumbermen's Association for the week ending October 9, although the new business for rail shipment showed a falling off of 108 cars as compared with the week previous.

Orders for water shipment amounted to 42 per cent of the total new business accepted. Purchases from railroad companies amounted to approximately 32 per cent of the rail business.

Business coming from competitive eastern territory continued light. Production at 121 mills was 70,236,673, or 17.44 per cent below normal.

Shipments amounted to 66,026,967 feet of which the local trade took 3,756,759 feet; domestic cargo, 15,706,725 feet; export cargo, 5,853,483 feet.

The unshipped balance in the rail trade is 5,125 cars. Domestic cargo, 94,767,744 feet and export, 36,482,567 feet.

Membership Growth Breaks Record

The Executive Committee of the National Hardwood Lumber Association held its regular fall meeting in Chicago September 23 and made its usual official review of the course and conditions of the association's affairs for the first quarter of the present fiscal year besides taking up and disposing of considerable current business. The secretary-treasurer's quarterly report to the committee was the most favorable that has ever been presented for the corresponding time in the history of the association, especially so on the score of the organization's growth. This showed that since the twenty-third convention, 95 new applications for membership had been received (all of which the committee voted to accept), as against 65 voted in at the end of the same period a year ago, and with a total loss from all causes of only 19 per cent, while for the first four months of last year this offset reached 30 per cent.

The finances of the association were shown to be fully keeping pace with its physical growth, and as being on a very satisfactory footing throughout.

Inspection Cannot Be Imposed

The following is an extract from the National Hardwood Lumber Association's inspection service regulations, which are printed in full on pages 38 to 42 of the Official Handbook:

"It should be thoroughly understood by each member that this association possesses no authority to impose its inspection in any of the markets, except through the mutual agreements of parties at interest; therefore, unless it is explicitly stated in the contract of sale or purchase, that the lumber concerned in the transaction is subject to National inspection, such inspection cannot be insisted upon by either buyer or seller, and can only be made available by the mutual consent of both parties after a dispute has arisen."

Occasional complaints from shippers that dealers in large markets ordered National inspection without consulting them prompted action by the board of directors of the association to prevent such practices as shown by the matter above quoted. It is here desired to call the attention of shippers to the fact that the rule in question works both ways, and that shippers ordering National inspection at loading points cannot insist upon acceptance of shipment on that basis or enforce payment accordingly, unless agreement to that effect is included in their contract.

Evansville Lumber Club Meets

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel at Evansville, Ind., on Tuesday evening, October 12, and there was a good attendance. William Partington, secretary and treasurer of the club, reported that all bills for the last summer outing of the club, which was held in June on the steamer Crescent on the Ohio river, had been paid and there is now a nice balance on hand. Mr. Partington said that the entertainment committee, of which Elmer D. Lühring of the Lühring Lumber Company is the chairman, will soon start laying plans for the next summer outing of the club. Charles A. Woldin of the Woldin West Side Lumber Company, chairman of the membership committee, reported he had his lines out for several new members of the club and he will make a report at the next meeting of the club, which will be held on Tuesday evening, November 9. Secretary Partington reported that the Indiana log shippers have combined to keep down the log rates and the matter is now in the hands of the Indian Public Service Commission. Mr. Partington, who attended a recent meeting of the commission, said that an increase in log rates of 10 per cent will be authorized by the commission. Mr. Partington further stated that the federal government is seriously questioning the right of the various states to regulate the railroads and that the state of Illinois is making a test case of this matter that will be watched with keen interest by lumbermen and shippers everywhere. Elmer D. Lühring bought the cigars for the club members who attended the last meeting in honor of a little daughter that arrived at his home several weeks ago. It was a happy occasion for Mr. Lühring,

the birth of the child, this being the first child to visit his home, and Mr. Lubring has been singing the praises of the stork ever since. The new freight rates were discussed by John C. Keller, the traffic manager of the club, and other members.

Lumbermen to Submerge Worries in Golf

The various kinds of "blues" that assail the peace of mind of the hardwood fraternity—the low-price, the slack demand, car shortage and other blues—will be forgotten for a day at Memphis when Lumbermen's Golf Association takes to the links of the Memphis Country Club to play off the second annual tournament of the association. This day will be October 28 and the tournament will take place rain or shine.

Practically the same system will be employed at the company tournament that prevailed at the original tournament, which was held at the Colonial Country Club. The play will be for only one day, 18 holes in the forenoon and 18 in the afternoon. The leading event, the one which will establish the championship, will be for the player who turns in the lowest gross score. There will be about ten other events, which will give players of all grades opportunity to win prizes.

In nearly every match either full or one-half handicaps will apply, so as to bring everyone as nearly as possible on an even basis. Among some of these events will be the lowest net score, 36 holes, full handicap to apply; match play against par, 36 holes full handicap to apply; best net score on even holes, one-half handicap to apply; best net score on odd holes, one-half handicap to apply, and the lowest score on blind hole to be selected.

It is expected that this year's tournament will bring out about 100 lumbermen golfers from various sections of the country. Among these will be several who have achieved fame in their localities and who have participated in western and southern championship tournaments. The best-known of these are L. E. Cornelius, St. Louis; W. J. Foye, Omaha; R. Carnahan, Pine Bluff; J. N. Morehead, Nashville. Several of the neighboring cities, such as Helena, Ark.; Pine Bluff, Ark.; Charleston, Miss.; Greenwood, Miss.; Nashville, as well as St. Louis, New Orleans, Chicago and Louisville, are expected to send delegations.

The day's festivities will be brought to a close by the annual banquet, following which the prizes will be awarded.

Officers for the ensuing year will be elected and such other business acted upon as is required, but no more business than is necessary, for the day is planned entirely as a golf festival.

The association's officers are: R. J. Hackney, Memphis, president; A. M. Richardson, Helena, Ark., vice-president; J. M. Pritchard, Memphis, secretary; W. E. Hyde, Memphis, treasurer. The board of governors is composed of R. M. Carrier, Sardis, Miss.; W. B. Burke, Charleston, Miss.; W. N. Coulson, Memphis; S. M. Nickey, Memphis, and E. A. Lang, Chicago.

New Northern Rate Books Out

The Northern Hemlock and Hardwood Manufacturers' Association has issued a new rate book showing the new rates from Wausau, Wis., and points taking the Wausau rate to points of destination in Indiana, Ohio, Michigan, Pennsylvania, New York, Massachusetts, Delaware and New Jersey.

The construction of this rate book is a departure over the usual association issues, inasmuch as the loose leaf plan has been used and a basing system has been worked out for practically all of the destinations shown therein. This method of construction enables the addition of other states as they are required from time to time, as well as permitting the changing of all the rates to all the points of destination by the changing of three pages.

It is expected that it will prove of tremendous help in interpreting the new schedule of rates.

With the Trade

Power Drag Saw Makes Good Showing

As a solution to the problem of replacing irresponsible labor, the Chas. E. Brower & Co. of Memphis, Tenn., have made a practical and careful study of power saws, and the results of their efforts will be of interest to every logger and lumber operator.

The machine which was used is equipped with a five horsepower two-cylinder air-cooled engine. One of the features which appealed to all those who witnessed the demonstration was the success of the chain pot, which gave the saw a travel stroke of 34 inches in each direction. This seemed to eliminate the throw or "heave" of the saw at every reverse of the stroke. It was estimated that running at a rate of from 100 to 150 strokes per minute gives this saw from 3,400 inches to cover 6,000 inches per minute.

The Long-Bell Lumber Company of Quitman, Miss., in whose woods the demonstration was held, made the following report to Chas. E. Brower & Co.:

"Cut down 25 trees in 39 minutes. Average cut of saw at stump 19 inches."

Considering the present aggravated logging problems and the uncertainty of labor, it would seem that a portable drag saw, which "cuts 'em down and cuts 'em up," should find a ready market among all who are interested in "Cost Cutters."

Spain Opens New Orleans Office

After having operated from their office in Memphis for ten years, H. M. Spain & Company, land appraisers and timber estimators, have found their business grown to such an extent that they are opening a branch office in New Orleans, La., 710 Maison-Blanche building annex. The office will be in charge of C. D. Shy and W. L. Morrow, both of whom have been with the company for a number of years.

Widow of Late E. C. Atkins Dies

Mrs. Sarah F. Atkins, widow of the late E. C. Atkins, Indianapolis, Ind., died September 30. Mrs. Atkins was a woman of remarkable intellect, who retained to the last, though she was in her eighty-fourth year, her clearness of mind and many sided interests in the affairs of the world. She had a business sense that caused her counsel to be valued by her husband in the building up of the great saw manufacturing company of which he was the founder, and she continued actively interested in the conduct of the business up to the time of her death, having been a member of the board of directors for some years past.

Mrs. Atkins is survived by her son, Henry C. Atkins, and four daughters, Mrs. N. A. Gladding, Mrs. T. R. Kackley, Mrs. E. B. Davis and Mrs. S. H. Wadhams, and several grandchildren and great-grandchildren.

New Godfrey Catalogue Just Issued

The Godfrey Conveyor Company of Elkhart, Ind., announced last week that the new Godfrey catalogue has just been printed and is ready for distribution. The new catalogue gives numerous photographs of Godfrey conveyor installations throughout the country, with a description of each installation. Diagrams showing the working principles of the system are also embodied in the catalogue.

Lumberman Kills Himself in Vault

Sven Harold Swensen, 33, secretary-treasurer of the Lundell Land & Lumber Company and the Archer Lumber Company, killed himself the night of Oct. 8 by shooting himself through the head with a revolver. The body was found in the vault of the offices of the Archer Lumber Company about 8:30 o'clock the morning of Oct. 9. A note left by the dead man addressed to three employees in his office dated Oct. 8, read as follows: "You have been faithful employees of the company and I want you to continue to be and stay with the company. You will be repaid some day. May God bless all of you."

Other notes in sealed envelopes were left on Swensen's desk. One was addressed to a young lady in Rockford, Ill., to whom it is said he was to be married on Oct. 21, and the other to W. A. Brolin, vice-president of the corporation of which Swensen was secretary-treasurer.

No motive has been discovered for the suicide. Swensen's accounts are said to be in excellent condition.

Contract Failure Is Cause for Damage

A firm which failed to fulfill a contract made in 1916 and thereby forced the other party to go into the open market and purchase the same material at a greatly increased price, is entitled to damages, a jury in circuit court at Huntington, W. Va., decided on Oct. 6.

The decision was rendered in the case of the Wood & Brooks Company, lumber dealers of Buffalo, N. Y., against the D. E. Hewitt Lumber Company of Huntington.

The Buffalo firm testified that it had contracted in 1916 to purchase 500,000 feet of basswood from the D. E. Hewitt Company at a price of \$39 a thousand feet. The local firm, they declared, failed to fill the order and as a result the plaintiffs were later forced to obtain the lumber in the open market where it cost \$75 a thousand feet. They alleged that as a result of failure to fulfill the contract they were deprived of "divers great profits," and sued for damages of \$10,000.

Receiver to Operate Plant

In the case of the Hanging Rock Iron Company vs. the McClintock Lumber Company, Ironton, O., on application of William Dickens, the receiver, the court granted the receiver the right to operate the plant and borrow not to exceed \$6,000 to pay all labor claims. The defendant company operates a stove and tie plant and it has been idle since litigation was begun.

Simonds Establishes British Saw Company

Simonds Manufacturing Company, "The Saw Makers" of Fitchburg, Mass., and Chicago, Ill., has just secured a charter and established a new company in Great Britain, to be known as Simonds Saws, Limited. An office and shop has been opened at 53 Bayham, Camdentown, London, N. W., where a full line of Simonds saw steel products as is demanded in Great Britain will be carried. The shop will provide for maintenance and repairs of saws, machine knives, and other edge tools produced by the Simonds company.

Guy A. Eaves, formerly connected with the Fitchburg plant of the company, has assumed the duties as office manager, and Leon E. Wilbur, a Simonds man, who has covered the Great Britain territory since his discharge from the army in France, will be associated with him.

Day-Travis Nuptials

The many friends of D. H. Day of Glen Haven, Mich., will be interested to learn of the recent marriage of his daughter, Miss Margaret Thompson Day to Frederick Hewitt Travis of Lansing, Mich. The marriage was solemnized at the First Congregational church in Traverse City, Mich. The couple was attended by David H. Day, Jr., and Miss Jane E. Farrant, brother and cousin respectively of the bride. The groom is associated with the accounting firm of Hulsapple & Parks of Grand Rapids, Mich.

QUARTERED WHITE OAK

4/4" No. 1 Common.....3 cars
4/4" No. 2 Common.....1 car

PLAIN WHITE OAK

4/4" No. 1 Common.....3 cars
4/4" No. 2 Common.....3 cars
6/4" FAS1 car
6/4" No. 1 Common.....1 car

PLAIN RED OAK

4/4" No. 1 Common.....4 cars
4/4" No. 2 Common.....5 cars

PLAIN MIXED OAK

4/4" No. 3 Common.....10 cars
5/4" No. 3 Common.....1 car

QUARTERED GUM

8/4" No. 1 Com. & Btr. Red 2 cars
8/4" No. 1 Com. & Btr. Sap 3 cars

PLAIN RED GUM

4/4" No. 2 Common.....3 cars
5/4" No. 1 Com. & Btr.....1 car
6/4" No. 1 Com. & Btr.....3 cars

TUPELO

4/4" No. 1 Com. & Btr.....6 cars

ELM

4/4" No. 2 Com. & Btr.....2 cars

CYPRESS

4/4" No. 1 Shop.....5 cars
4/4" Select.....2 cars
8/4" Select & Btr.....1 car

COTTONWOOD

4/4" No. 1 Common.....10 cars
4/4" FAS, 8-12".....5 cars
4/4" FAS, 13-17".....1 car
4/4" Box Boards, 9-12".....2 cars

TWO BAND MILLS
100,000 ft. daily capacity

Miller Lumber Co.
MARIANNA, ARK.

Special Lumber Section Authorized

The Southern Hardwood Traffic Association announced Oct. 5 that a special lumber section of the car service division of the American Railroad Association has been authorized and that this will be established in the near future. Officials of this organization believe that creation of this section will result in material improvement in transportation accorded the lumber industry and much pleasure is expressed over this latest development in the struggle for better service.

The association also announces that transcontinental lines have promised a substantial reduction in present rates on flooring, cooperage stock, laths and other forest products going to the Orient via Pacific coast ports. The present rate is \$1.80, which represents an advance of 33 1/3 per cent over the rate of \$1.35 effective up to Aug. 25. The proposed new rate is \$1.50, or much less than that resulting from the advance of 33 1/3 per cent authorized by the interstate commerce commission on inter-group shipments.

The lower rates are to apply from Group E, points which include Memphis, New Orleans and other points in the valley territory.

Atkins Completing New Buildings

The development in the sawmilling and woodworking industries has been so excessive during recent years and the expansion so great in the business of E. C. Atkins & Co., Indianapolis, Ind., manufacturers of silver steel saws, saw tools and machine knives, that the company has literally been in the throes of a building program for a number of years. A short time ago the addition of one story to the handle factory was announced. As soon as this was completed a four-story addition to the power plant and a brand new three-story building were started, these two new additions giving added flooring space of 60,100 square feet.

The new three-story building is an interesting structure, containing forty-five foot spans without posts. Here also is built in a big eight-ton crane.

The new space has all been carefully allotted so as to gain the greatest in efficiency, and while with these additions several of the departments will be allowed to expand, the Atkins company says this is not sufficient to relieve the congestion in all the departments.

Organizes New Sales Company

The Southern Hardwood Sales Company announces its organization at Indianapolis, Ind. The officers of the company are all well known factors

in the southern hardwood trade. The new company is located in the Pennway building, being designed merely as sales agents for a group of representative southern firms.

The organization was incorporated under the laws of Indiana, the officers being: President, J. B. Robinson, who is general manager of the Pelican Lumber Company, Mound, La.; first vice-president, F. L. Adams, secretary and general manager of the Newell Lumber Company, Eunice, La.; second vice-president, A. N. Smith, sales manager of the Bomer-Blanks Lumber Company, Blanks, La.; third vice-president, G. P. Gam-mill, general manager for the New Deemer Manufacturing Company, Deemer, Miss.; secretary and manager, F. H. Stanford, former sales manager for the New Deemer Manufacturing Company, Deemer, Miss. Mr. Stanford will be in active charge of the business and will develop a sales organization covering the consuming trade in Illinois, Michigan, Indiana, Ohio, Pennsylvania and New York.

While the mills above listed will maintain their own sales organizations, the Southern Hardwood Sales Company will act as sales agents for all four of them and will thus have a combined production of 50,000,000 feet annually.

Jeffris Company Sues Southern Partner

A suit involving a claim for \$150,000 and extremely interesting allegations has been instituted by the D. K. Jeffris Lumber Company of Chicago against G. M. Flynn & Son of Columbus, Miss. The suit will be heard in the Federal district court at Yazoo City, Miss., October 27, and E. J. Lundin, manager of the Chicago headquarters of the company, will go to Mississippi to assist in its prosecution.

The complainants aver that the sum mentioned in the suit is due to them as their half interest and profits in the sawmill operation at Columbus, which they say was conducted by Flynn as a partner with them. They also ask a receiver for the company, alleging that the defendant in defiance of the partnership existing took his son into the partnership and operated the sawmill as G. M. Flynn & Son, instead of the D. K. Jeffris Lumber Company, ignoring the Jeffris company in so far as division of profits, etc., were concerned. According to a statement made by an official of the Jeffris company, the Mississippi company was not registered in that state, and it was necessary, as the Jeffris company was an Illinois corporation, to go to the Mississippi legislature and secure the passage of a special "amnesty" bill before they could sue their partner to recover their half of the partnership.

Woods Lumber Mill Burns

Fire destroyed the hardwood mill of the Woods Lumber Company, Memphis, Tenn., several miles east of the city limits, some days ago, entailing a loss of approximately \$30,000, partly covered by insurance. Origin of the fire is a mystery, on which neither officials of the company nor others have been able to shed any light.

No announcement has been made by the management as to its plans for the future. Eugene Woods is president and C. M. Gooch is vice-president of the company.

Buffalo Company New Mill Operating

The Buffalo Hardwood Lumber Company has now been operating its new mill at Forestport, N. Y., for nearly a month. The first log was sawn on September 1 and the mill has been sawing steadily since on birch, beech and maple. The company has acquired a considerable tract of timber near the mill operation containing genuine old-fashioned birch; beech, noted for its freeness from worm holes, running largely to red, and small-hearted maple, running well to sap and white. The company expects to be able to operate the mill on its present timber supply for a number of years.

Hardwood News Notes

CHICAGO

A striking evidence of the building slump in Chicago is the estimate of experts that 50 per cent of the men in the building trade in this city are out of regular employment. September building was the smallest for any corresponding month since 1913, except for the two war years, 1917-1918, when operations were suspended. Statistics published by the American Contractor show that in the valuation of building permits Chicago suffered a drop of \$1,500,000 in September as against August. August had registered a decline of \$1,000,000 from July. The valuation of permits in Chicago during August was 70 per cent less than for September, 1919, while building contracts let during September in the central west—Illinois, Indiana, Iowa, Wisconsin, Michigan, Missouri and parts of Kansas and Nebraska—had a big drop from the August figures.

The deep sag in building has stimulated contractors to fresh efforts to encourage investors to go ahead with their building plans. One of the former, E. M. Craig, secretary of the building construction employers, recently issued a statement in which he urged the present as a good time to build, because the "efficiency of building labor is now well up towards old levels in many crafts. They are doing a real day's work for a day's pay. Labor is abundant; efficiency always increases when men are looking for jobs. He's a wise man who takes advantage of this."

Mr. Craig declared that there could be no advantage in waiting for building material prices to drop, because land, which could not be expected to go down, generally represents 20 per cent of a building investment, and labor 40 per cent. The increased efficiency that can now be obtained from labor will more than compensate for the comparatively small percentages that might be saved by waiting for building material reductions. A 50 per cent cut in materials, which would put prices back to pre-war levels, and which is not to be thought of, he said, would only mean a reduction in the cost of building of 20 per cent. A drop of 20 per cent, which might be expected, would only mean an 8 per cent saving in the total cost of a given building.

However, prospective builders, who in the middle west are holding in abeyance fully \$1,000,000,000 worth of building, hold that labor and material costs are still too high in the face of curtailment of real estate loans and high interest rates demanded. They maintain that the first step toward restoring the confidence of the building public lies in the stabilization of labor. It is said to be not so much high wages as it is jurisdictional disputes and loafing on the job that have made labor costs unbearable.

The building public seems still to be generally unaware of the fact that construction lumber has been reduced in price approximately 33 1/4 per cent since July 1.

The sum total of building contracts for the month of October in Chicago will show in big figures by virtue of the fact that contracts have been let for the construction of a \$6,000,000 post office terminal for parcel post and transient mail in conjunction with the new Union Station. Arrangements have been made to begin work immediately. The building will be constructed by the Union Station company and leased to the government for a term of twenty years.

An involuntary petition in bankruptcy was filed against the Vitrola Talking Machine Company, a Chicago concern said to be capitalized at \$2,000,000, in the district court a few days ago. The bill states the company owes \$1,000,000. Claims of only \$1,172 were listed. A bill in equity for \$42,000 was filed simultaneously against the Saginaw Cabinet Company at Saginaw, Mich.

Attorneys for the talking machine company assert its assets exceed

\$2,400,000 and that all claims will be satisfied. W. W. Wheelock was appointed receiver.

Frederick W. Chickering, junior member of the firm of Chickering Brothers, piano manufacturers of Chicago, was buried this week. Mr. Chickering succumbed to heart disease in the ball room of the Hyde Park Hotel. He was born in Cincinnati, O., March 1, 1865, and came to Chicago twenty-nine years ago. Two years later he helped establish the firm which bears his name.

Mrs. L. J. Pomeroy, wife of L. J. Pomeroy of the Landeck Lumber Company, has returned from a visit to North Dakota. It is expected that Mr. Pomeroy will shortly retire from his career of boulevardier and cabaretter de luxe.

Among the prominent hardwood lumbermen of North and South who visited Chicago during the week of October ending the 16th are the following: T. E. Jones of the F. T. Dooley Lumber Company, Memphis, Tenn.; Bert Trump of the Thomas & Proetz Lumber Company, St. Louis, Mo.; W. G. Collar, manager of the West Lumber Company, Lugerville, Wis.; Frank Darke, sales manager of the J. S. Stearns Lumber Company, Odanah, Wis.; Winn Thom, sales manager of the Langlade Lumber Company, Antigo, Wis.; L. M. Borgess, Steel & Hibberd Lumber Company, St. Louis, Mo.; C. W. Fish of the Chas. W. Fish Lumber Company, Elcho, Wis.

J. F. Higman of the J. F. Higman Lumber Company made a trip to Memphis and out points in the southern hardwood production territory during the week of October ending the 16th.

J. S. Trainer of Trainer Bros., Chicago, has for the past two weeks been visiting in Plymouth, Mass., with Mrs. Trainer. They are visiting Mrs. Trainer's relatives, who are descendants of the original settlers of Massachusetts.

Roger W. Williamson, vice-president and sales manager of The Williamson Veneer Company, Baltimore, Md., with N. Franklin Hart, in charge of production, and R. J. Cavanaugh, formerly in Jamestown, N. Y., were in Chicago in connection with establishing a new office here. Mr. Cavanaugh will be in charge, temporarily making his headquarters in the Hotel LaSalle, pending securing adequate quarters in a convenient location.

BUFFALO

The annual chestnut outing of the Buffalo Lumber Exchange was held at Fred Herman's farm, town of Boston, on October 14, and with fine weather a large crowd turned out, which found many chestnuts and enjoyed two good square meals, including a beefsteak dinner, which were provided by the lumber cooks. The culinary department was in charge of Fred M. Sullivan, Charles N. Perrin, Elmer J. Sturm, Eugene Nostrand, Eugene W. Carson, Herbert Hill and Fleming Sullivan. Their efforts served to demonstrate that it takes representatives of the Buffalo hardwood trade to show how appetizing a meal can be when served on an October day in the country in the open air.

A Buffalo lumber outing would be incomplete without a baseball game and a high-class one was played on this occasion, ten men captained by Ashton McNeil defeating ten who were headed by Harold Hauenstein. Seven innings were played, the score resulting 12 to 7.

Many of the lumbermen indulged in quoit pitching, and the chief game of the afternoon was between two pairs of veterans, who have been pitching quoits off and on for forty years or less. M. M. Wall and John McLeod won three games out of four from Orson E. Yeager and City Treasurer I. N. Stewart, but all did some fine pitching.

On October 16 occurred the marriage of Miss Ruth Amanda Sykes, daughter of William L. Sykes, president of the Emporium Lumber Company, to Dr. Richard Hamilton Sherwood, the ceremony being performed at the home of the bride's parents, the Rev. Ira T. Walker officiating. Miss Grace Sykes, sister of the bride, was maid of honor, and Raymond P. Fowler was best man. Numerous guests were present from out-of-town. Dr. and Mrs. Sherwood left for a wedding journey, and after November 1 will be at home at 263 Delaware avenue.

Mrs. Pendennis White, widow of the former senior member of White, Gratwick & Mitchell, North Tonawanda, died at her home in Delaware avenue on October 19, after a year's illness. She was prominently identified with social circles, and was formerly Miss Virginia Kent. Her husband was killed in an automobile accident several years ago. A daughter, Mrs. Lloyd Bissell, survives.

The search for big trees in this state has disclosed a large elm at Henrietta, Monroe county, which measures 35 feet in circumference two feet from the ground and 26 feet at a distance of four feet. The height to the first limb is estimated at 60 feet. The tree is hollow and the trunk, it is said, will hold ten people.

The Silverthorne case has been on here this month in Federal court. The government charges overbilling on shipments of lumber to the railroads. It is claimed that over 100 carloads of grain-door boards were shipped to the Lehigh Valley Railroad Company at its Tift Farm yards and that substantial sums were paid to Egbert B. Woodworth, who had charge of checking at destination. The latter will be a witness for the government. He was indicted with the Silverthornes, but will not be placed on trial at this time. James W. McConkey, owner of the Shingle Mills Selling Company, Tonawanda, will also be a witness for the government. It is expected that the case will last about two weeks.

Building permits here have been running behind the corresponding period of last year for the past two months, and the probability is that this month will be no different, although it may exceed the record of the past month in total costs.

BALTIMORE

The storage of lumber on certain wharves, constructed and owned by the city at comparatively small cost to the owners, has been brought to the front in the last week, through a reference in the City Survey, made at the direction of Mayor Broening, of the workings of the different municipal departments. The survey points out that the lumber wharves are virtually used as storage places, "keeping down the flow traffic," and the reference is taken as an indication that an effort will be made to change the system. The matter has been brought to the attention of the Export and Import Board of Trade, and is likely to be kept in the forefront. There are those in the lumber trade who contend that the availability of the city wharves for storage purpose is a detriment rather than a benefit, in that it serves to attract large quantities of lumber and results in accumulation, even in congestion, to the unsettlement of values. The primary purpose, of course, was to enable the users of lumber to get stocks at low prices, and it is to be said that this result has been accomplished. Considerable dissent, however, has been manifested at times with this purpose, the opponents of the system maintaining that it would be better for the city and also for the trade if the burden of providing storage space were thrown upon the lumbermen themselves, in that the latter situation would tend to stability, which would in the last analysis prove an advantage to the city. So far nothing has been done with the survey, but a thorough discussion of the matter is sure to ensue.

The new lumber firm started by T. W. Justus, who withdrew recently from the firm of Natwick & Company, Munsey building, and W. J. Apple, formerly of the Canton Lumber Company, will do business under the style of T. W. Justus, maintaining close relations with the Justus-Murphy Company of Parkersburg, W. Va., of which A. L. Justus, the son of T. W. Justus, is the head. Hardwoods will receive special attention, other kinds of lumber also being handled, and the firm is located at 1415 Munsey building. Mr. Justus has become particularly familiar with stocks such as are used by the railroads, and it is indicated that this division will be looked after with much energy.

Frank Heim of Richard P. Baer & Company is back from a trip of about two and a half months down South, during which time he looked after the operation of the saw mills at Mobile, owned by the Magazine Hardwood Company, and of the plant at Bogalusa, conducted by the Baer Lumber Company, both of them allied corporations. He took the place temporarily of Albert O. Thayer, the regular manager of both plants, who was up north on his vacation. Mr. Heim said that the hesitancy shown by buyers elsewhere was also much in evidence down South, and there were many reports in circulation to the effect that mill men, especially in the Memphis district, were greatly curtailing their output. Prices had gone off to an extent, Mr. Heim said, which made a readjustment in production cost desirable and even necessary, and there was every indication that other plants which had not yet done so would curtail. The Mobile plant is to close for some weeks pending repairs and a general overhauling.

H. Crowell of the Bee Tree Lumber Company of Massie's Mills, Va., was among the visiting lumbermen here last week and called on some of the hardwood men here. He said that he had found business decidedly quiet in the course of his travels, with buyers disposed to hold off because of the uncertainty that prices would be maintained.

The barge Altamaha, from Darien, and the Joseph J. Hock, from Fernandina, in tow, have arrived in port here with 3,100 piles for the foundation of the new building of the American Sugar Refining Company, now being constructed on the south side of the inner harbor. Many of the piles are approximately 100 feet long.

Cortez H. Jennings, one of the founders of the lumber towns of Jennings, Garrett county, Md., and Jennings, W. Va., and for years extensively engaged in lumbering operations in both places as a member of the firm of Jennings Bros., died at his home in Towanda, Pa., early in October of a stroke of paralysis, which he sustained some six weeks or more before in the course of an automobile trip from his residence to Jennings. When he got to Jennings he could neither see nor speak, and managed to make his plight known through a note handed to a stranger at the hotel. Later he was taken home on a special Pullman car. Mr. Jennings was 65 years old, and practically withdrew from lumbering activities about ten years ago. The assets at Jennings are being sold for a large sum. He had various other interests. His wife, a son and a married daughter survive.

COLUMBUS

The Jefferson Lumber Company of Cleveland has been chartered with a capital of \$20,000 to do a general retail business. The incorporators are F. W. Sharp, B. S. Brady, J. H. Kellogg, A. Cullen and R. Hall.

Papers have been filed increasing the capital of the Auto Woodstock & Ladder Company of Fremont from \$10,000 to \$50,000. The American Steel Tie Company of Youngstown, O., has been chartered with a capital of \$100,000 to manufacture and deal in steel and wood ties. Incorporators

Manufacturers of Southern Hardwoods

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS Quartered White Oak

REGULAR WIDTHS AND LENGTHS

Plain Red Gum.....	FAS 4/4"
Plain Red Gum.....	No. 1 Common 4/4"
Quartered Red Gum.....	No. 1 Common 4/4"
Sap Gum.....	No. 1 Common 4/4"
Plain Red Oak.....	FAS 5/8" & 3/4"
Plain Red Oak.....	No. 1 Com. 5/8", 3/4", 4/4" & 5/4"
Plain Red Oak.....	No. 2 Com. 4/4"
Quartered Red Oak.....	FAS 4/4", 5/4" & 6/4"
Quartered Red Oak.....	No. 1 Com. 4/4", 5/4" & 6/4"
Quartered Red Oak.....	Nos. 2 & 3 Com. 4/4"
Plain White Oak.....	No. 1 Com. 5/8", 4/4" & 5/4"
Plain White Oak.....	No. 2 Com. 4/4"
Qtd. White Oak.....	FAS 5/8" & 4/4"
Qtd. W. Oak.....	No. 1 C. 5/8", 3/4", 4/4", 5/4" & 6/4"
Qtd. White Oak.....	No. 2 Com. 4/4"
Poplar.....	Panel, 18" & up 5/8"
Poplar.....	FAS 4/4"
Poplar.....	No. 1 Com. 5/8" & 4/4"
Poplar.....	No. 2 A & B 4/4"

High Grade Hardwoods

are Thomas L. Gifford, August E. Hesselkur, H. A. Stockstitt, George F. Patton and F. J. Fahl.

Frank C. Kelton, aged 65, a well known lumberman of Columbus, who was in charge of millwork and factory sales for the Powell Lumber Company, died recently at his residence, 51 North Monroe avenue. He was the son of F. C. Kelton, a well known resident and one of the pioneers of Columbus. In the early 70's he organized the Slade & Kelton Lumber Company and later the Kelton & Connors Company. Another connection was the Kelton & Brown Lumber Company. About ten years ago he retired from active business, only to be attracted into the industry again about four years ago. He leaves a widow, two sons and a daughter.

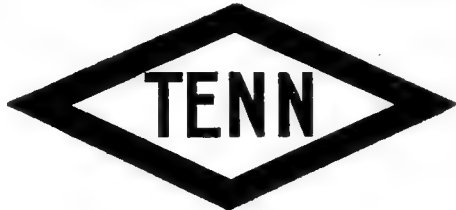
E. M. Stark, secretary of the American Column & Lumber Company of Columbus, reports a slow trade, excepting in high grade poplar and in basswood for box manufacture. Another good feature of the market is the demand for railroad stocks, especially cross and switch ties. Prices show a rather wide range, but that is to be expected under the circumstances.

The R. A. Miller Lumber Company of Middleport, Ohio, has taken over the business of the Miller-Clifton Company.

C. R. Webb, formerly an attache of the H. R. Allen Lumber Company of Columbus, has resigned his position and returned to his farm in Clinton county.

BRISTOL TRIM

DIAMOND TENNESSEE BRAND

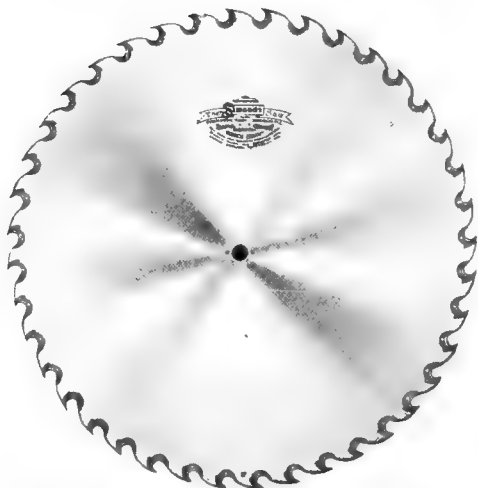


GUARANTEED

BRISTOL
DOOR & LUMBER CO.
BRISTOL, TENN.

REPRESENTATIVES

J. W. TURNBULL LUMBER CO. Philadelphia, Pa.
I. N. CHASE LUMBER CO. Boston, Mass.



SIMONDS

Inserted Tooth
SAWS

Stand Heavy Feed, Hold Their Tension
STAY Sharp.—Teeth Are Renewable

Write us about your cutting problems

SIMONDS MANUFACTURING CO.

"THE SAW MAKERS"

FITCHBURG, MASSACHUSETTS

MEMPHIS, TENN. CHICAGO, ILL. NEW ORLEANS, LA.

R. W. Horton of the W. M. Ritter Lumber Company reports a rather quiet trade in hardwoods, with orders restricted to immediate needs only. Buying on the part of retailers is the best feature of the trade at this time. Prices are showing some variation. Shipments are coming out better as a result of improved car supply.

E. H. Hammond, formerly in Ohio territory as a representative of the J. J. Newman Lumber Company, has taken a position with the Central West Coal & Lumber Company of Columbus. He will look after the railroad trade.

The Gledhill & Kime Lumber Company of Cresline, Ohio, recently purchased the yard at Shelby, Ohio, formerly owned by E. W. Wiggins, and will place a stock of lumber and building materials at that place. The mill work will be done at the Cresline plant.

INDIANAPOLIS

Defective wiring is supposed to have been the cause of the fire October 4 at the warehouse of the Hadley Furniture Company at Ft. Wayne, Ind., which resulted in the entire building and its stock being destroyed. An open elevator shaft served as a flue through which the flames spread quickly to all floors of the building.

Walter B. Stern, building commissioner, and J. H. Hilkene, director of fire prevention, are working out a revision of the Indianapolis building code. They are working in conjunction with the bureau of municipal research of the Chamber of Commerce, of which John R. Welch is chairman.

An increase in the valuation of building permits for the month of September this year over last year is reported by the city building inspector. The number of permits was fewer by seven, but the valuation was half a million dollars greater. The third quarter of the present year showed new building off more than a million dollars when compared with the same period of last year.

Articles of incorporation will be filed soon by the Indianapolis Housing Corporation, an organization originating with the Indianapolis Chamber of Commerce and designed to remedy the housing shortage of this city. The corporation will be capitalized at \$1,000,000, with half common and half preferred stock. The corporation plans eventually to operate its own lumber yards and mills.

The Sanders-Egbert Company of Goshen, Ind., dealers in hardwood lumber, recently paid the sum of \$13,000 to Burt R. Throckmorton, a Goshen photographer, as a settlement in full for injuries sustained about a year ago when Throckmorton stepped in a steam vat while he was walking through the woodyard at the plant to inspect a freight car of lumber.

EVANSVILLE

Building operations have shown some sign of improvement in Evansville during the past two or three weeks. A rush has been made this month to take out permits for new building. The value of the permits thus far this month is over \$50,000, which is larger than for the corresponding period of last year. Edward C. Kerth, city building inspector, says that while the prices of building materials have not decreased materially, that he believes that the prices will tumble during the next few months and that this will mean increased building for the cities and towns in southern Indiana, southern Illinois and western and northern Kentucky. The plan of the Allied Building Contractors' Association, recently announced, whereby a man who wishes to build a home will take out a life insurance policy, this to protect the company building a home for him, is expected to greatly stimulate building in Evansville. While the contractors and architects do not believe that building will show a great improvement this year they are looking for a big improvement in the building line next year, and say that 1921 ought to witness a great deal more building than this year. There has been a great shortage of dwelling houses in Evansville during the past month, and this situation has not improved any. To demonstrate the shortage of houses here, it might be stated that the Rev. J. W. Moody, who came to Evansville eight months ago from Madison, Ind., to accept the pastorate of the Bethany Christian church, handed in his resignation a few days ago, giving as his reason that he was unable to find a house in the whole city for his family, and he decided to return to Madison and join his family. There are several dwelling houses in the city that are empty at the present time, but in most instances they are owned by real estate agents who have improved them and they now have "For Sale" on them. The owners figure now is a good time to sell this property and for that reason they do not want to rent these houses. Reports from many towns in the tri-state section say that the house shortage problem is still acute and that not much relief is expected along this line until some time next year. Many prospective home owners have been holding back building from month to month in the hope that prices of building materials will get lower.

A son was born the other day to Mrs. Kolker, wife of Henry Kolker, secretary of the Mechanics Planing Mill Company, and one of the directors of the Evansville Lumbermen's Club. This is the first son in the Kolker family, although Mr. Kolker is the father of several daughters.

Daniel Wertz, head of Maley & Wertz, hardwood lumber manufacturers of this city, and former president of the Evansville Lumbermen's Club, has returned from a business trip to New York and other points east.

Announcement was made a few days ago of the approaching marriage

of William H. McCurdy, president of the Hercules Buggy Company of this city, and Mrs. Lillian de Lipkau of Chicago, the marriage to take place in January. Mr. McCurdy is well and favorably known to the lumbermen of the middle western states.

The Princeton Home Building Company, with a capital stock of \$50,000, has just been organized at Princeton, Ind., near here, and will file articles of incorporation with the secretary of state within a short time. The company will build homes for people at Princeton and sell them on the easy payment plan. The officers are: M. P. Hollingsworth, president; Thomas H. Riggs, vice-president; E. J. Baldwin, secretary, and Herman Graper, treasurer.

William Partington, traffic manager for Maley & Wertz and secretary and treasurer of the Evansville Lumbermen's Club, had his right hand caught under a derrick in the yards of Maley & Wertz a few days ago and the tips of two of his fingers mashed off. He is now carrying his hand in a sling.

The plant of the Grayville Mill & Lumber Company at Grayville, Ill., a few miles west of here, is now being operated on steady time and the company has increased the number of their employees. The mill has a large supply of logs on hand, and it is expected the plant will be able to operate on full time for several months to come.

The marriage of Miss Leone Aliene Clark, daughter of Mrs. Elizabeth Clark of Winchester, Ind., and Edwin Lawrence, who is engaged in the lumber business at Adair, Okla., took place a few days ago at Winchester. They will reside at Adair.

George O. Worland, manager of the Evansville Veneer Company, is back from a business trip through the southern states. He reports trade coming along all right. The company's plant here and the one at Mobile, Ala., are being operated steadily.

A Home Savings Club for Evansville people has been suggested by Clarence P. Hammerstein, secretary of the Allied Building Contractors' Association. The plan is to have people who have ambitions to own a home start a savings club, similar to the Christmas savings clubs that have been conducted so successfully by several of the local banks during the past few years.

LOUISVILLE

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, has recently secured the membership of the Columbus Handle & Tool Co of Columbus, Ind., after a trip to that place.

The Louisville Hardwood Club has been meeting regularly but with nothing of special importance coming up at the weekly meetings. The annual meeting will be held on election night, Nov. 2, either at the Seelbach Hotel or Pendennis Club.

Log supplies are generally reported good at this time, all of the mills in this section having good log piles, and prospects of running through to February or later, although it is claimed that log cutting has been light this summer, and prospects for later supply are not so good. The Wood-Mosaic Company, R. H. Humphrey Company and Louisville Point Lumber Company, as well as Louisville Veneer Mills are well supplied. The North Vernon Lumber Mills reports a fine log stock at its mills at Dyersburg, Tenn., and also at North Vernon. The I. B. Wilcox Lumber Co., Louisville, reports a fine log supply at Burdette, Miss., mills. The Edward L. Davis Lumber Company reports good supplies at its two Alabama mills. Logs to run to February are generally reported.

The remains of Clarence R. Mengel, Jr., sales manager of the mahogany department of the Mengel Company, Louisville, arrived in Louisville on Oct. 18, and a private funeral was held on Tuesday. Mr. Mengel recently died at Grand Bassam, West Coast of Africa, at company operations which he was visiting. The body was brought back to this country on a Mengel steamer, accompanied by R. H. Allen, branch manager at Grand Bassam. Mr. Mengel is survived by his wife, a son, parents and three brothers.

Joseph C. Tussell, 84 years of age, former prominent lumberman, retired, died on October 18, at his home in Louisville. He was a member of the old house of the Behren-Russell Lumber Company and also of the R. B. Cotter Lumber Company. He was a native of Indiana. He is survived by a son, Samuel W. Russell; two brothers, Charles W. Russell and John S. Russell, the latter of Kansas City, Mo.; a sister and a daughter.

The Kentucky Cabinet Company, Louisville, to manufacture general lines of musical cabinets, including piano cases and talking machine cabinets, music cabinets, etc., has been incorporated with a capital of \$10,000, by Philip Sengel, president; George Sengel, secretary-treasurer; Harry B. Towles, Adam W. Wright and V. T. McGee. The same interests operate the firm of Phil Sengel & Son, operating the Gambrinus Cooperage Company. The cabinet company will occupy a portion of the cooperage company plant. Some new machinery will be needed.

James E. Dearborn, operating a small sawmill at Little Rock, Ky., near Paris, Ky., was killed in his mill on October 14, while sawing out tobacco sticks, when a piece of flying timber struck him in the head. He died later at a hospital in Paris, Ky., of a fractured skull. A wife and three children survive.

Walter W. Knott, 43 years of age, prominent retailer and wholesaler of Lebanon, Ky., died at the Watterson Hotel on Saturday night, October 16, the body being found in bed the next day. Death was due to heart failure. Mr. Knott is of a very prominent family of bankers, and nephew of the late Proctor Knott, Governor of Kentucky.

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

ASH
5/4" No. 2 & Btr., All Widths and Lengths, 6 mos. 3 cars
6/4" No. 1 & Btr., All Widths and Lengths, 5 mos. 1 car
BASSWOOD
6/4" No. 1 & Btr., All Widths and Lengths, 7 mos. 2 cars
5/4" No. 2 & Btr., All Width and Lengths, 7 mos. 3 cars
6/4" Nos. 2 & 3 Com., All Widths. & Lgths., 7 mos. 1 car
BIRCH
4/4" No. 1 & Btr., All Widths and Lengths, 6 mos. 5 cars
ROCK ELM
10/4" No. 1 & Btr., 5" & Wdr., 8' & Lgr., 7 mos. 1 car
HARD MAPLE
10/4" No. 1 & Btr., 5" & Wdr., 8' & Lgr., 6 mos. 8 cars

WAUSAU

Chas. Gill Lumber Co.

WISCONSIN

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

Send us YOUR
inquiries for
NORTHERN
HARDWOODS
and HEMLOCK

ASH—Wisconsin Brown
No. 1 & Btr. 5/4... 8 mos. dry
No. 2 & Btr. 6/4... 8 mos. dry
BIRCH
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)
No. 1 & Btr. 5/4, 8 mos. dry 1 car
No. 1 & Btr. 6/4, 8 mos. dry 1 car
No. 1 & Btr. 8/4, 8 mos. dry 1 car
No. 1 & Btr. 10/4, 7 mos. dry 2 cars
BASSWOOD
No. 1 & Btr. 6/4, 10 mos. dry 2 cars

Wheeler-Timlin Lumber Co.

WAUSAU, WISCONSIN

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

FARRIS HARDWOOD LUMBER CO.

NASHVILLE, TENN.

Manufacturers of Southern Hardwoods

Our Specialties:

QUARTERED OAK, POPLAR AND WALNUT

MILLS AT NASHVILLE AND MONTEREY, TENNESSEE
SEND US YOUR INQUIRIES

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

WARREN ROSS LUMBER CO.

JAMESTOWN, NEW YORK

We want

2,000' 3" 1s & 2s....Qtd. Red Gum SND.
6,000' 2" 1s & 2s....Qtd. Red Gum SND.
10,000' 1½" 1s & 2s....Qtd. Red Gum SND.

Deliver Buffalo, N. Y., rate.

12,000' 3" 1s & 2s Qtd. Red Gum SND., del'd Syracuse, N. Y., rate

Ash—Hickory—Beech—Poplar Oak—Cypress—Gum—Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy... 200,000'
No. 1 Com. Sound Wormy... 100,000'
QTD. WHITE OAK
6/4" No. 1 Com. & Btr..... 2 cars
QTD. RED GUM
8/4" No. 1 Com. & Btr. SND 2 cars
SAP GUM
4/4" FAS 200,000'
4/4" No. 1 Com..... 300,000'

MILLS in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

WE WANT TO BUY:

HICKORY
5/4" - 6/4" No. 1 & Btr. 10 cars
PLAIN OAK
4/4" FAS 100,000'
CHESTNUT
4/4" FAS 50,000'
SAP GUM
4/4" No. 2 Com..... 100,000'
8/4" FAS 10 cars
13/17" Boxboards 3 cars

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

News from Whitesburg, Ky., tells of the marriage of Robinet Gibson, 24 years of age, of Mayking, Ky., to Miss Nannie Kincer, of the same place, 18 years of age. Mr. Gibson operates a sawmill at Mayking.

The Southern Veneer Company, Louisville, has started work on a \$5,000 warehouse addition to the present plant, upon which a good deal of money has been spent in improvements during the past year.

Articles of incorporation have been filed at Ashland, Ky., by the Vansant Lumber Company, capital \$400,000; Annie V. Vansant, Maxie L. Vansant and P. J. Wonn.

Work will start shortly on rebuilding the woodworking shop of the American Car & Foundry Company, Jeffersonville, Ind., recently destroyed by fire at a loss of \$90,000, \$50,000 of which was on stock, including 2,500 made up talking machine cabinets.

The Ames Shovel & Tool Company, Warren, O., has about completed a new handle plant at New Albany, Ind., at a cost of \$100,000, and is starting operations. About 100,000 feet of ash timber is on the yard.

The Ayer & Lord Tie Company, Paducah, Ky., has started work on a \$50,000 tow boat in its own drydock at that point, for use in the lumber, tie and coopersage stock trade on the Cumberland, Tennessee and Ohio rivers, to be known as the "Betty Lord," and replacing the "Russell Lord," sold to New York interests some time ago. The boat will cost \$50,000.

The Hall Lumber Company, Flemingsburg, Ky., has increased its capital from \$4,000 to \$8,000.

Hunt Jones, formerly with the W. R. Willett Lumber Company, Louisville, jobbers of soft and hardwoods, has recently resigned and incorporated the Henry County Lumber Company, Eminence, Ky., capital \$30,000. W. R. Willett and C. H. Willett are charter parties.

Paducah woodworking plants are somewhat crippled where depending on central station service, as a result of an exploding fly wheel at the power plant, which wrecked the plant, and put street cars, light and power out of commission. It will be some weeks before things are normal again, and the city is now without light or power.

WISCONSIN

The Manitowoc Church Furniture Company at Waukesha has been obliged to extend its working schedule from ten hours to twelve hours a day in order to keep pace with its orders for edifice furnishings and trim. The working force at present numbers more than eighty men, or twice as many as were employed a year ago. The manufacture of desks has been abandoned temporarily to get maximum output for regular business.

The Wisconsin Basket Company of Two Rivers, manufacturer of baskets, pails and other woodenware, intends to start work at once on the erection of a new factory costing about \$150,000 to replace its plant destroyed by fire on October 7. It is to be of brick and reinforced concrete and of considerably larger capacity than the old factory. Practically a full complement of new machinery and other equipment will be required. John F. Conant is president and general manager of the company.

The Singer Talking Machine Company, 579 Market Street, Milwaukee, which was established about three years ago, has incorporated its business with an authorized capitalization of \$150,000. The factory is undergoing extensive improvements and additional floor space is being taken over to bring production to a point commensurate with the demand.

The Sutliff-Butts Company of Ashland is the name of a new corporation which has been organized with \$50,000 capital by Milan R. Sutliff and Harry H. Butts. It represents the development of a partnership formed some time ago to act as wholesale distributor of northern hemlocks and hardwoods, as well as western and southern woods. The firm formerly maintained its general offices in Park Falls, Wis., but recently transferred its headquarters to Ashland.

The American Auto Body Company of Green Bay has been organized by a group of Appleton men and is equipping an existing factory building for the purpose of manufacturing automobile, motor truck and other bodies, cabs, etc., at an initial rate of about ten daily. The owners are John Perry and Earl and Willard Fraser, sons of Albert Fraser, president of the Fraser Lumber & Manufacturing Company of Appleton. Green Bay was selected as the location of the enterprise because it is a motor truck producing center, with no body building industries, while Appleton has three body factories. The new concern will incorporate next spring.

The United Fruit Package Company has been organized at Sheboygan and incorporated with a capitalization of \$25,000, taking over the partnership business established some time ago by Henry J. and John E. Opgenorth to manufacture berry crates, boxes, and other veneer packages.

The Automatic Cradle Manufacturing Company of Stevens Point has increased its authorized capitalization from \$15,000 to \$100,000. It is now occupying its own factory after sharing part of the plant of the Bukolt Manufacturing Company since its establishment several years ago.

The Rockwell Manufacturing Company, Sixth Avenue and Park Street, Milwaukee, is building a new dock on the Menomonee canal for unloading and warehousing lumber stocks for its interior woodworking factory. The dock will be 220 feet long and 58 feet wide and connected with the existing manufacturing buildings.

The Northern Excelsior Mills of Detroit, a Michigan corporation, has been granted a charter to do business in Wisconsin. The application says there is \$45,000 of its capital invested in this State, at Prentice, and designates Ira C. Seabring as its Wisconsin agent.

The sawmill and planing mill of Hollister, Amos & Co. at Oshkosh, Wis., which was almost totally destroyed by fire on June 28, will be rebuilt, following a reorganization of the ownership, heretofore vested in the Estate of Col. S. W. Hollister. The Fuller-Goodman Company of Oshkosh, operating lumber manufacturing plants as well as eighteen line yards in northeastern Wisconsin, has taken over the interests of the estate. Carl W. Hollister, who was active head of the business since the death of his father, becomes a member of the new ownership group and besides continuing in charge of the lumber manufacturing operation, will supervise the logging. The new mill is designed for an output of 10,000,000 feet a year. The site has been enlarged by the acquisition of a tract, 300 by 600 feet, on the river front. A concentrating yard and a retail yard will be established. W. N. Foss, formerly of Minneapolis, has become associated with the new owners as sales manager of the transfer yard and the wholesale hardwood department.

The Union Manufacturing Company of Oconto Falls has amended its corporate articles to effect an increase in capital stock from \$80,000 to \$200,000.

The E. Hoenisch Company, Tomahawk, Wis., intends to erect a new plant to replace its crating, lath and shingle mill, destroyed by fire late in September.

The Roddis Lumber & Veneer Company of Marshfield is working on a block of ten new dwellings, the first unit of a total of one hundred houses to be erected within a year's time to accommodate its workers and otherwise relieve the local housing shortage.

The mill and factory of the Rice Lake Manufacturing Company at Rice Lake was destroyed by fire on October 9, causing a loss of about \$10,000, with small insurance. The business is owned by S. S. Pederson of Rice Lake and Andrew Hanson of Chippewa Falls, who probably will rebuild during the winter or early next spring.

The Falls Manufacturing Company of Oconto Falls has increased its authorized capitalization from \$400,000 to \$1,000,000 to accommodate the growth of its business and finance material expansion of its facilities.

Stephen R. Davis of Eau Claire, secretary of the Dells Paper & Pulp Company, and widely known in the lumber trade, has been elected president of the Multitone Manufacturing Company of Eau Claire, which manufactures phonographs, cabinets, etc. He takes the place of Edward J. Sallstad, founder of the concern, who is supposed to have perished in a fire which destroyed his summer cottage at Lake Nebagamon, in Douglas county, on August 27. Insurance companies have withheld payment of claims of more than \$60,000 pending a thorough investigation of suspicious circumstances which indicate a possibility that Mr. Sallstad is alive. His bookkeeper, Miss Dorothy Anderson, formerly of Chicago, disappeared about the same time as the fire occurred. The Multitone company is said to be in excellent financial condition and operating at capacity, with production considerably behind orders.

The Lundquist Lumber Company of Antigo has sold a full section of 640 acres in the town of Elton, Langlade county, to the Riverside Fibre & Pulp Company of Appleton for a consideration of \$43,000.

The Park Falls Lumber Company of Park Falls, a member of the Edward Hines group, is making extensive improvements in its property at Rice Lake, purchased a year ago from the Rice Lake Lumber Company. The planing mill and grain door factory is being equipped with two new boilers. A new monorail system is being installed to carry logs from the railroad cars to the landing or storage and thence to the mill. Electric locomotives will be used. The improvement will obviate the necessity of storing logs in the woods and subjecting them to the hazards of forest fires, while the efficient handling of logs in the mill and yard also is greatly improved.

The Hardwood Market

CHICAGO

It is being asserted by prominent Chicago lumbermen that the price of hardwoods and other lumber has reached its new low level, and that no further general reductions in prices may be expected. Some items, it is stated, are already selling below cost of production, and the market can't go much lower and permit the lumber interests to continue to do business. Only small and occasional orders are being placed with the plants in the various branches of the woodworking industry—virtually nothing with phonograph cabinet and automobile body people. But the railroads and car building plants are still buying substantially and those concerns having such material to sell are finding such sales a sustaining arm during the period of slack demand for the ordinary grades of hardwoods. Buyers continue to dominate the market and are most insistently bearish. In opposition to this heavily aggressive movement some of the larger hardwood firms have apparently adopted a "take it or leave it" method of quoting. They quote a price which will give them a fair profit and refuse to cut that price when told that the item in question may be purchased at a much lower figure. The prices quoted are generally very low as compared to the figures that were common three months ago. In the meantime every possible thing is being done to curtail production and prevent a too large accumulation of mill stocks.

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Sales Office, Arkansas City, Ark.

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5/4" No. 2 Com. 1 car	ELM	PLAIN WHITE OAK
5/4" No. 3 Com. 1 car	12/4" & 14/4" No.	4/4" No. 1 Com. 5 cars
4/4" No. 2 C&B. 2 cars	3 Com. 1 car	4/4" No. 2 Com. 5 cars
(10% FAS)	4/4" Log Run.... 3 cars	4/4" No. 3 Com. 3 cars
10/4" No. 2 C&B 1 car	RED GUM	PLAIN RED OAK
(25% No. 2 Com.)	4/4" FAS 1 car	4/4" No. 1 Com. 5 cars
12/4" No. 1 C&B 2 cars	4/4" No. 1 Com. 15 cars	4/4" No. 2 Com. 5 cars
COTTONWOOD	4/4" No. 2 Com. 15 cars	4/4" No. 3 Com. 2 cars
4/4" FAS, 6-12" 10 cars	SAP GUM	SYCAMORE
4/4" FAS, 13" up 1 car	4/4" No. 1 Com. 5 cars	4/4" Log Run.... 5 cars
4/4" No. 1 Com.	4/4" No. 2 Com. 10 cars	(25% No. 2 Com.)
13" up.... 3 cars	4/4" No. 3 Com. 10 cars	10/4" Log Run... 5 cars
4/4" No. 2 Com. 5 cars	4/4" BB.. 9-12" 1 car	(25% No. 2 Com.)
4/4" No. 3 Com. 5 cars	QTD. RED GUM	12/4" Log Run... 5 cars
5/4" No. 1 Com. 1 car	4/4" No. 1 Com. 10 cars	(25% No. 2 Com.)
CYPRESS	8/4" No. 1 Com. 2 cars	WILLOW
4/4" Shop & Btr. 3 cars	6/4" L. R., Qtd.	4/4" No. 2 Com. 5 cars
8/4" Shop & Btr. 3 cars	SND. 5 cars	PECAN
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5/4 Selects 75,000'	6/4 No. 1 Com.. 20,000'
5/4 No. 1 Com.. 40,000'	6/4 No. 2 Com.. 175,000'
5/4 No. 2 Com.. 200,000'	8/4 No. 2 Com.. 135,000'
6/4 1st & 2nds.. 30,000'	BASSWOOD
6/4 Selects 40,000'	4/4 No. 1 & Btr.. 200,000'
6/4 No. 1 Com.. 20,000'	4/4 No. 2 Com.. 200,000'
6/4 No. 2 Com.. 50,000'	SOFT MAPLE
SOFT ELM	4/4 No. 2 & Btr.. 50,000'
6/4 No. 2 & Btr.. 90,000'	6/4 No. 2 & Btr.. 11,000'
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BAND MILLS AT VESTAL
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BUFFALO

The hardwood trade shows no change from last month, with little lumber moving and prices uncertain. Most all buyers are holding off for the time being and their requirements are limited. Industrial business continues unsettled and, though a little improvement is looked for after the election, it is expected to be some time before normal conditions arise. Local yards are reporting some cutting of prices by the mills, and in some cases there seems to be much anxiety to sell. Local yards are not disposed to cut prices, feeling that it will be much wiser to await a better market, which ought to be forthcoming before long.

Buffalo is not being much set back by a slowing up in business, owing to the diversified character of industries here, but in other places, where the chief dependence is placed upon one or two lines of trade, there is much curtailment of output and therefore of hardwood buying. The automobile trade is not counted on to show much activity in the near future, while furniture business is also said to be depressed.

COLUMBUS

The hardwood trade has been rather quiet and featureless during the past fortnight. Trade is restricted to present needs and there is no disposition to buy for the future. This is true not only of retailers but also of purchasing agents of factories. There is a feeling that prices will go lower, and as a result prospective purchasers are still holding off. The tone of the trade is not as good as formerly, as there is a rather wide range to quotations.

Retail stocks are not large in any section, according to reports received from travelers. But buying is limited to present needs, as stocking for the future is practically unknown. Some stocks are broken and orders to replace these are the principal features. But buying on the part of yards is the best feature, as factories are not buying to any extent. Box concerns are the best, taking basswood and low grade poplar. Implement and vehicle concerns are not in the market to any extent, and the same is true of furniture factories.

Shipments are coming out better, as railroad transportation has improved. But certain complaints of car shortage are again heard, and the situation is not as satisfactory as formerly. Dry stocks in the hands of manufacturers are increasing and production at many of the mills has been reduced as a consequence.

Prices are irregular in many ways. A range of from \$10 to \$15 and even more is apparent when the price question is canvassed. Plain and quartered oak are both holding up fairly well. High grade poplar is probably the strongest feature. Chestnut is quiet and the same is true of basswood, with the exception of the lower grades.

BALTIMORE

Conditions in the hardwood trade here are about as they have been of late, with the trend of the quotations still downward, and with intending purchasers naturally moved by the further easing off to hold back as long as possible. No one is making purchases for possible or probable future needs, transactions being deferred until the last moment in the expectation that the market will go lower. It is precisely the uncertainty as to what the trade will do that is the principal drawback to activity at this time, a putting off of orders being always a development of a declining price. Meanwhile, even though it is to be assumed that the consumption has also been to some extent checked, it is a reasonable supposition that the stocks in the hands of the consumers have been and are being steadily reduced, so that the technical position of hardwoods has been actually improved, despite the discouraging state of the business. Furthermore, account must be taken of the fact that the sharp recessions which have taken place, have prompted the mills to curtail production, so that any increase in the demand will find stocks generally much smaller than they have been, which makes a rebound in the list entirely possible. For the present, to be sure, the hardwoods appear to be under more or less pressure, with the sellers finding the tables turned on them, compared with some months ago, especially last April, which was the high water mark of the boom. Those who desire to dispose of stocks now are obliged to take about what the buyer wants to give, whereas during the height of the rush to get lumber it was a case of grabbing lumber at any figure which the seller might happen to name. The readjustment that is taking place, naturally enough, causes more or less apprehension, lest the process of deflation be unduly accelerated or carried too far. The trade, however, until now seems to have escaped real unsettlement and is relatively in good shape. One of the most encouraging aspects of the situation is to be found in the comparatively small stocks everywhere encountered. There are no such accumulations at the mills as would tend to make the task of these establishments in carrying such stocks too heavy to bear. To be sure, margins of profit have been heavily scaled or they have disappeared entirely. But the outlook is promising, and production costs are also being reduced, so that there is a prospect of costs and returns being brought into a better relation before long. The export business also, is very quiet, with the foreign buyers manifesting few wants. But the foreign situation, likewise, is thus undergoing improvement, and the ground is being prepared for a revival.

INDIANAPOLIS

Little change is to be noted in market conditions in and around Indianapolis. The demand, while better than two weeks ago, is not what it should be at this season of the year, however certain bright prospects for building are to be seen next year that give the trade hopes for its being the banner building year in Indianapolis. Not only is some really big building on the boards of the various architects, but announcement has been made that the Indianapolis quota of the building fund of the Metropolitan Life Insurance Company now is available and that the Housing Corporation's \$2,000,000 capital is being rapidly subscribed. These features have given, locally, a much stronger tone to the market. Dealers are convinced that these aiding influences will not be made noticeable to any marked degree until spring, but at that time they are expected to give a wonderful impetus to the building industry. Conditions surrounding the woodworking industries are practically the same. Some are working to capacity, but most have curtailed their activities and are out of the hardwood market for the time being. Railroad transportation continues to improve and the trade here is convinced that most of troubles of this nature are at an end. This condition has had its effect on the local market, for many of the dealers now that the necessity for ordering months ahead of the time they desire delivery, are ordering only a few days or weeks ahead of the time of need. However, in a few weeks this condition will have passed as the retailers clear off their old stocks.

EVANSVILLE

There has been little or no improvement with the trade of the hardwood lumber manufacturers of Evansville and other towns in southern Indiana, southern Illinois and western and Northern Kentucky. While some of the hardwood mills in this section are being operated steadily, trade is not as active as it was a few weeks ago, and as one manufacturer said the other day, "it lacks the snap." Logs are fairly plentiful and the car shortage situation has improved a good deal recently, but when the railroads start to move the bumper corn crop in this section along in November and early December, it is expected there will be an acuteness in the situation again. Collections are good and general trade conditions are not bad, but there is a feeling in the business world of uncertainty just at this time. Some of the manufacturers believe that there will be no picking up in trade until after the presidential election in November, and there are some who hold to the belief that there will be little change until after the first of the coming year. The furniture factories of Evansville, Tell City, Ind., Jasper, Ind., Owensboro, Ky., and Henderson, Ky., that ordinarily buy a great deal of lumber at this time of the year, are buying little at this time. Some of the factories have fairly large stocks on hand, while others report their stocks running low. Chair factories as well as desk factories are being operated on fairly good time. Box manufacturers report a fairly good business. Planing mills had a good month in September, but their trade has not been so active for October. Veneer manufacturers report a fair trade. The demand for the cheaper grades of lumber during the past month has been better than for the best grades. Plow manufacturers in this city are doing a very nice business at the present time and are sending a good many plows into the south and southwest. Implement manufacturers are not in the market for much lumber at the present time. Casket manufacturers are fairly busy. Musical instrument factories are buying little lumber and wagon and buggy manufacturers seem to be retrenching some at the present time. The retail lumber trade has kept pace with the wholesale trade, but it has not been anything to brag about during the past few weeks. Sash and door men report things coming along about like they did last month.

BEAUMONT

Production in this section is not up to the general average of the country as a whole, if reports covering the United States are correct. While the country production is being estimated at around 70 per cent, it is not believed that mills in this section are cutting 50 per cent of their normal capacity. Probably 45 per cent would be nearer correct.

Shut-downs are general, with none of the mills which have ceased operations resuming. No one expects them to start up again until there is a demand to manufacture lumber and this means that the production will continue to decline until there is a reaction.

As there is no new lumber being stacked in the yards, mills are not making strenuous efforts to dispose of what they have in stock. They are doing what they can to hold the market to a point at least equal to the cost of production. While no one can explain the psychology of the situation, there is a general belief that conditions will change for the better after the national election. No one seems to be in position to state what he expects for the lumber industry from either Harding or Cox, but they expect something to be done by somebody and don't know a better date to set for this to occur than November 2. Despite the persistent hammering hardwood has received for the past several weeks, there is no disposition on the part of manufacturers to contract their output ahead.

LOUISVILLE

Louisville hardwood operators report a slightly better demand for lumber, although the volume is made up of rush orders for small amounts, coming by wire, and asking that shipment be traced, showing that consum-

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BEECH		HARD MAPLE	
No. 2 & B	4/4, 8/4	No. 3	4/4, 5/4, 8/4
		No. 1 & Btr.	5/4, 6/4, 8/4, 10/4
BIRCH		Qtd. Maple	5/4
No. 1 & Btr.	4/4, 5/4, 6/4, 8/4, 10/4, 12/4	SOFT MAPLE	
		No. 2 & Btr.	4/4

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ing trades are working from hand-to-mouth, with very light stocks on hand. Excellent car supply along with good stocks on the yards, enable producers to give good service at the present time, although it is believed that later in the fall the hand-to-mouth buyer will have trouble in depending on quick shipments, as a result of the usual slump in car supply. It is noticed that following a few quiet days there will be a sudden improvement, which brings gladness to the hearts of the shippers, and as a whole the trade is fairly well satisfied, as prices are considered good, considering existing conditions of supply and demand. In oak there is a fair demand for plain oak, but quartered is dull. Walnut is selling well, while poplar and gum are fine. Mahogany has been very fair, as the furniture trade has been one of the best buyers. Veneers are also selling very well, and glued up stocks are moving to the table and dining room furniture trades. Musical instrument business is dull. Wagon business is better and box boards are selling more freely. Mills report good stocks on hand, good log supplies, and prospects of steady running until February or later.

MILWAUKEE

Developments in the hardwood lumber situation, as well as conditions affecting all lumber producing and using industries, have been influential in inducing northern hardwood manufacturers to effect material readjustment of their schedules for the winter, particularly in regard to woods operations. The decline in demand, which was accentuated in the last thirty days, has caused operators generally to decide to curtail production, many of them to the point of closing the sawmills as soon as the present stock of logs from last winter's and the summer input is out of the way. At the same time, woods work planned for the winter is being reduced considerably.

Because of the unusual conditions existing in the hardwood industry, loggers and lumber manufacturers are turning their attention more and more to softwood production, while even this output is being steadily reduced to fit requirements. At the present time both hardwood and softwood markets are dull and featureless affairs, with practically no demand.

Northern hardwood manufacturers believe the industry should keep its production within limits not exceeding current shipments, and they are working to this end. The reason is that hardwoods are manufactured mainly in close relation to needs of certain industries, since there is a distinct disadvantage in indiscriminate production which is not the problem of softwood manufacturers, whose product is quite generally standardized, as in the case of building materials. Consequently, to produce stock with the least waste to manufacturers and consumers as well, hardwoods are sawed largely on contracts and advance orders, which at this time are negligible.

While the immediate tendency of hardwood lumber prices is easy, the representative producers in the north believe that a strong market is bound to develop sooner or later. The easy tone of the present is apparent mainly from the fact that some operators are making low prices to move stocks promptly to gain room in the yards or to convert stocks into money because of financial pressure in a dragging market. It is pointed out that under existing conditions, stock can not be replaced at the price for which it is being sold. As a matter of fact, the cost of logging has increased since last winter and the price that sawmills can afford to pay for logs is not sufficiently attractive to jobbers to induce them to bring out a large quantity.

LIVERPOOL

Labor troubles still continue to perplex and harass commercial enterprise. No heavy buying is taking place; a preference being shown to buying from hand to mouth. Colonial timber stocks are much heavier and prices down about 15 per cent.

The demand for English ash indicates very little buying of American, the price of the latter prohibiting its use in competition with the domestic supply. Prices, however, continue to harden and for dry stock all kinds of figures are being paid.

Housing schemes are well under way, therefore contractors are not using hardwoods so extensively as hitherto, being restricted to a considerable extent in luxury building.

The motor body building concerns still find plenty of business to keep them fully occupied and, of course, although not holding large timber stocks, are steady purchasers.

The cabinet trade for three months has had a depressing time. There, however, appear to be indications of a revival in the near future.

All kinds of oak are scarce. Japanese oak has come to the front recently and is realizing higher prices than northern grown American white oak, in some thicknesses and sizes.

Yellow poplar, owing to the prices asked for it, is being substituted. Veneers.—Owing to the labor entailed, the demand is dull. A preference is being shown for the solid or made-up panels.

General.—Prospects all round appear to be brighter than a month ago, and if labor would settle down there is every reason to believe the encouragement thus shown to the capitalist would increase his enterprise to such an extent that a trade boom hitherto unknown would be here in very short time.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

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Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYEES WANTED

WANTED—ESTABLISHED VENEER SALESMAN

One of oldest and biggest manufacturers of Walnut, Mahogany, Oak and Poplar Veneers wants strictly high class man to work out of Chicago covering Indiana and Michigan. Address WILLIAMSON VENEER CO., Hotel La Salle, Chicago, Ill.

SALES MANAGER WANTED

We wish to secure the services of a first class sales manager. We want a man who is familiar with the hardwood lumber and veneer business, and capable of handling our output of four band saws, ten veneer saws, three rotary lathes and slicers. Salary \$5,000 to \$10,000 to begin with. Only high grade man need apply. Address GRAFTON JOHNSON, C. W. Talge, General Manager, Greenwood, Ind.

WANTED

Assistant to Executive by prominent and old established organization dealing with the hardwood lumber industry in all its branches. Some knowledge of hardwood trade necessary. Must be good correspondent, tactful and diplomatic. Excellent permanent position with secure future. Give age, present employment and complete business experience to insure attention. Address Box 705, care HARDWOOD RECORD.

WANTED—ESTABLISHED VENEER SALESMAN

One of oldest and biggest manufacturers of Walnut, Mahogany, Oak and Poplar Veneers wants strictly high class man to work out of Chicago to cover Rockford, Wisconsin and points north. Address WILLIAMSON VENEER CO., Hotel La Salle, Chicago, Ill.

WANTED

To interview man about 35, having practical small or large hardwood timber and sawmill operating experience, with general all-around ability in selling and as executive. Have good business opening with large going concern. Prefer man with five or ten thousand dollars to invest, but must have successful, energetic man with good record. Apply quick, own handwriting, giving sufficient history of experience to enable us to judge whether personal interview would be desirable. Address Box 709, care Hardwood Record.

WANTED—SALES MANAGER

Active and up-to-date man who is familiar with the consuming trade, and has had actual experience. Must be a man of mature judgment and thoroughly conversant with hardwoods. Want man, if possible, who after proving his ability, can invest \$10,000 to \$15,000 in the business, all of which will be subject to mutual understanding. Will pay good salary, but man must have good references and must be employed at the present time. Will not consider application without references. Address Box 687, care HARDWOOD RECORD.

WANTED

Man or firm to sell Southern Hardwoods in North. Commission or profit sharing. Must be able selling consumers yearly four million feet gum and other hardwoods. Address L. E. C., Box 262, Biloxi, Miss.

LUMBER INSPECTOR

Man familiar with the Northern hardwoods and Sound Wormy Chestnut. In answering give age, experience and references. State salary wanted. Address Box 707, care HARDWOOD RECORD.

WANTED

Young man assistant surveyor for field work in connection with our logging operations. Name former employer, experience, and salary to commence on, in first letter. Write HOUSTON BROS. Vicksburg, Miss.

EMPLOYMENT WANTED

EXPERIENCED LUMBERMAN

Fifteen years sales, sales office, sawmill. Traveled Wisconsin, Illinois, Indiana, Michigan and Ohio. Want sales connection Chicago territory high grade mfr., wholesaler. Address Box 702, care HARDWOOD RECORD.

PLANTS FOR SALE

FOR SALE

Sash and Door Mill. Fully equipped. BEDARD & MORENCY MILL CO., Oak Park, Ill.

BUSINESS OPPORTUNITIES

SELLING AGENCY WANTED

A thoroughly reliable New York firm, with established trade, wants exclusive sales rights in New York and for export, of a reputable, established, up-to-date mill manufacturing hardwoods. In first letter give full information regarding equipment, stumpage, kinds and quantities of lumber manufactured during past year. Address Box 701, care HARDWOOD RECORD.

MISCELLANEOUS

WANTED

Cordwood, Slabwood, mill factory kindling, Sawdust and Baled Shavings. We pay cash. JOHN J. ANDERSON LUMBER CO., 930 Lumber Exchange Bldg., Chicago, Ill.

CHAIR MANUFACTURERS

Wish to get in touch with furniture manufacturers that can use red gum chair rounds 30"x3/4" and 20"x3/4" or other dimensions if desired. Soon in position to furnish 30,000 lineal feet daily as by-product in stave manufacture. Have other possibilities in woodturning from red gum, tupelo and cottonwood. Address P. O. Box 766, Sumter, S. C.

LOGS WANTED

WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Plqua, Ohio.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Plqua, Ohio.

WANTED

Yellow Poplar Logs
Black Walnut Logs for Veneer purposes
CHR. BRUUN.

Copenhagen, Hellerup Denmark
Cable address: "Mahogany"
Buyer will stay Hotel Astor, New York, during Oct. until Nov. 15th.

WAGON STOCK WANTED

DIMENSIONS WANTED

WAGON STOCK—10,000 Wagon Tongues, 2 1/4 x 4 x 4 12 ft of oak or ash. 20,000 axles 3 1/2 x 4 1/2 to 4 1/2 x 5 1/2 6 ft. of hickory. 25,000 Bolsters 3 1/2 x 4 1/2, 3 3/4 x 4 3/4 oak, 3 3/4 x 3 1/4 all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

DIMENSION STOCK FOR SALE

HICKORY DIMENSION

We are increasing our production on hickory and would like to know your requirements in hickory dimension stock. H. M. STEPHENS & SON, INC., Montvale, Va.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 5/8" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

TIMBER FOR SALE

FOR SALE IN ONTARIO

Timber Berth 42 square miles, White Pine, Hemlock and Birch, estimated at 70,000,000 ft. and 100,000 cords of Spruce pulpwood.

WARREN ROSS LUMBER COMPANY
Jamestown, N. Y.

LUMBER WANTED

WANTED LUMBER—ALL KINDS

In exchange for 3,000 acres land suitable for cattle raising, including 4,000,000 feet stave timber in Louisiana, free from incumbrance. Address Box 715, care Hardwood Record.

WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.

GEO. W. HARTZELL, Piqua, Ohio.

WHITE ASH

Wanted—Tough White Ash, either in the log, lumber or dimension.

S. N. BROWN & CO., Dayton, O.

WANTED LUMBER—ALL KINDS

In exchange for exclusive Chicago residential North Shore property overlooking Lake Michigan. Address Box 711, care HARDWOOD RECORD.

WANTED TO BUY—FUEL WOOD

Hard or soft wood Slabs or Edgings; Oak, Ash, Hickory or Hardmaple Cordwood; Cull Railroad Ties. Send good description, quote price, and state amount offered. COVEY DURHAM CO., 431 S. Dearborn St., Chicago.

WANTED TO BUY FOR CASH AGAINST DOCUMENT

Red and Sap Gum in all thicknesses.

4/4, 5/4, 8/4 Poplar, all grades.

Quote price f. o. b. shipping point.

SOUTHERN LUMBER COMPANY,
Jamestown, N. Y.

LUMBER FOR SALE

PHILIPPINE MAHOGANY

Can supply best grade, any quantity, promptly. ARROW TRADING CO., Seattle, Wash.

OAK FOR SALE

300,000' 4/4 No. 3 Common Oak. Will quote attractive prices. O. O. TICHENOR LUMBER CO., Owensboro, Ky.

WALNUT LUMBER FOR SALE

50,000 ft. 4/4 No. 2 C. & B. Walnut Lumber. W. E. VASBINDER, Daleville, Indiana.

FOR SALE—CHERRY

1 car 1" No. 1 Common

1 car 1 1/4" No. 1 Common

1 car 1" No. 2 Common

1 car 2" No. 2 Common

Also fair stock other grades and thicknesses 1" to 4". Pine Stock. One year and older, immediate shipment. Address Box 697, care HARDWOOD RECORD.

HARD MAPLE

FOR SALE—8 cars 10/4 No. 1 Common & Better Hard Maple.

CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

400 acres Eastern Iowa Elm, Ash, Cottonwood on river and railroad. Cheap power. Plenty labor. Price and terms right. Address Box 703, care HARDWOOD RECORD.

FOR SALE

Five hundred thousand feet fine Beech. Want to sell green. Can cut to your order.

SCOTT COUNTY LUMBER COMPANY
Box 149, Knoxville, Tenn.

WHITE ASH

FOR SALE—5 or 6 cars 8/4, 10/4 & 12/4, largely 12/4, No. 1 Common & Better Tough, second growth White Ash, flitch-sawed, good widths and lengths. Can furnish 100 M ft. more same thing, now sawing, or can cut any thickness desired. W. R. BUTLER & CO., Boston, Mass.

FOR SALE

2 cars 4/4 No. 3 Com. Mixed Hardwoods.

3 cars 6/4 No. 3 Com. Mixed Hardwoods.

3 cars 4/4 No. 3 Com. Oak.

5 cars 4/4 Log Run Soft Elm.

3 cars 4/4 No. 2 Com. Soft Elm.

Dry, band sawed. Can resaw or surface.

R. H. WHALEY LUMBER CO., St. Louis, Mo.

MACHINERY WANTED

WANTED

6 or 7 ft. Band Saw Mill in first class condition. If you have such a one for sale, give name of manufacturer, length of time in use, how long idle, where it can be seen, and price. Address Box 710, care HARDWOOD RECORD.

MACHINERY WANTED

Wanted to buy used good condition, 1 small sash tenoner, 1 small sash chain mortiser for use in job shop. Address COMMERCIAL SASH & DOOR CO., Pittsburgh, Pa.

MACHINERY FOR SALE

Rebuilt sawmill, boilers and engines. ROBERTS MACHINE CO., East Palestine, Ohio.

ONE 20-TON NARROW GAUGE 6-WHEEL

Locomotive. One 60-ton, 8 drivers. Also one 40-ton, 6 drivers. Will stand all I. C. C. and Federal requirements. For Price and other information write H. C. WELLER COMPANY, Jacksonville, Fla.

FOR SALE

2 80 H. P. Boilers

1 Nigger

1 Saw cab and mandrel

1 Steam Feed 7"x42"

FISHER LUMBER CO.

Kewanee, Mo.

FOR SALE

One complete 8 ft. Clark Band Mill, located Fogg, West Va.

and

One 6 ft. Fay & Egan Band Mill with power plant, located Orange, Virginia. For prices and specifications, write THE WEST VIRGINIA TIMBER CO., Orange, Va.

FOR SALE

No. 55 S. A. Woods Machine Co. 30-in. Double Planer. R. F. KLEINGINNA, Hamor St., Du Bois, Pa.

FILING ROOM OUTFIT

FOR SALE—Complete single or double filing room outfit for band mill. GEBOTT MANUFACTURING CO., Big Rapids, Mich.

FOR SALE

500 Tons of 56-lb. Relay Rail. With angle bars to match, shipping point, West Point, Ga. Immediate delivery. For prices write H. C. WELLER COMPANY, Jacksonville, Fla.

FOR SALE

E. P. Aills 20x32x42 heavy duty, cross compound Corliss engine, complete, located at Struthers, Ohio. We inspected this and purchased it for our clients, but due to changes and additional machinery, we were instructed to purchase a larger engine, consequently this is for sale, in good condition, and immediate delivery. THE J. J. WERNETTE ENGINEERING CO., Consulting Engineers, Grand Rapids, Mich.

FOR SALE

3—new A1 20th Century saw mills 2 15/16 mandrel, 16' carriage, 3 blocks set out work, double acting set work, rope feed Heacock belt drive.

2—new Vance 3 saw edgers, 14" solid saws.

1—6 1/4"x8" D. C.-D. F. D. hoist with boiler reversible engines.

1—7"x10" Lambert D. C.-S. F. D. skeleton hoist.

1—7"x10" Mead Morrison D. C.-D. F. D. skeleton hoist.

1—12"x14" D. C.-S. F. D. skeleton hoist.

1—10"x12" Lidgerwood cableway outfit complete.

1—54"x16" H. R. T. boiler lap seam, double riveted.

2—60 x16' H. R. T. boilers, butt joint triple riveted.

2—66"x16" H. R. T. boilers, lap seam double riveted.

2—72"x16" H. R. T. boilers, lap seam double riveted.

1—72"x18" H. R. T. boiler, lap seam triple riveted.

1—35 H. P. locomotive type boiler on wheels.

1—8"x10" Erie City center crank throttling governor engine.

1—10"x12" Erie City center crank throttling governor engine.

1—10"x16" Adam side crank throttling engine.

1—16"x20" H. S. & G. side crank throttling engine.

1—16"x22" Atlas side crank throttling engine.

1—16"x20" Valley Iron Works throttling engine.

2—18"x24" Atlas side crank throttling engine.

1—24"x48" Hardie Types heavy duty Corliss.

1—28"x48" Philadelphia Corliss engine.

1—400 H. P. Rust water tube boiler complete.

3—300 H. P. Heine water tube boilers.

2—350 H. P. Henry Vogt water tube boilers.

2—10"x14" Baldwin standard gauge dinkey locomotives.

2—9"x14" Davenport 36" gauge saddle tank locomotives.

1—8"x15" American 4 sided planer and matcher.

1—12,000 gallon steel tank on 40' steel tower.

1—42" Fay Egan self feed rip saw.

1—Rowley & Hermance self feed circular rip saw.

1—9' Stearns complete band saw mill outfit.

CHAS. T. LEHMAN, BIRMINGHAM, ALA.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

TIMBER LANDS FOR SALE

FOR SALE

37,000 acres hardwood, cut 153,000,000 feet.
Also many large tracts of long leaf pine. C. P.
DUNBAR & BRO., Opelousas, La.

TIMBER FOR SALE

By Santa Fe Ry. Station, Princeville, Ill.,
fine big, old timber, Walnut, Oak, Elm, Maple,
Linden, Ash & C. Owner, CHARLES CUT-
TER, 694 Mammoth Road, Dracut, Mass., or
Low Fell, England.

RAILS FOR SALE

RAILS FOR SALE

50 track miles 75# A. S. C. E., Section Re-
laying Tee Rails with full complement angle
bars, available for prompt shipment. Free de-
livery on Texas & Pacific Railroad in Louisiana
or Texas.

A. MARX & SONS

643 Tchoupitoulas St. New Orleans, La.

LOGGING EQUIPMENT for SALE

FOR SALE

Log Skidders and Loaders, Locomotives,
Cars, Steam Shovels, Trenchers, Band and Cir-
cular Sawmills, Turbo Generator and Direct
Connected Electric Sets. Send your inquiries
direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

10,000 PAIR NEW ANGLE BARS AND

Splice bars for all section rails.
10 miles 56- and 60-lb. tee rails.
10 miles 40-lb. tee rails.
5 miles 16- and 20-lb. tee rails.
36 No. 42 Type Kilby 40,000 capacity logging
cars; also flat cars.
Locomotives—All types, gauges and sizes.
500,000 feet assorted size wrought-iron and cast-
iron water and steam pipe.
Skidders—Log Loaders—Hoisting Engines—
Wire Cable and Blocks.
Electric Motors and Generators, all sizes and
types.
Sawmill Machinery and Supplies of every
kind and character.
200,000-lb. 7/16 B. B. Coil Chains, suitable for
logging purposes.
Round and Cylindrical Tanks for storage and
other purposes.
2,000 tons new bar iron, round, squares and
flats.
Pulleys—Hangers—Shafting—General line of
transmission machinery.
Inquiries solicited; everything in stock ready
for prompt shipment.

A. MARX & SONS, 643 Tchoupitoulas Street,
New Orleans, La.

LUMBER FOR SALE

We have at our Thayer, West Va., mill the following
lumber, dry, for quick shipment:

8/4 Sound Wormy Chestnut.....	3 cars
8/4 Export and Better Oak.....	1 car
4/4 Log Run Basswood.....	2 cars
4/4 Fitch Hickory.....	1 car
4/4 Log Run Poplar.....	3 cars
6/4 Log Run Beech.....	5 cars

DUNFEE LUMBER COMPANY
CHARLESTON, W. VA.

300,000 Feet

8/4 NUMBER 2 AND BETTER,
Mixed Red and White Oak Lumber

on stick at Higginson, Ar-
kansas; Bradford, Arkansas,
and West Point, Arkansas.

Write ACME BOX COMPANY, Omaha, Neb.

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmueller, Hamburg

WOOD BROKERS & AGENTS

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

LOGS FOR SALE

FOR SALE Choice White Oak Logs

Extra fine quality, suitable for Veneer
or quartered stock or ship or construc-
tion timbers. Can furnish logs that
will square 18"x18" & up 40' & up long.

Send schedule of your require-
ments, specifications and prices.
Will contract to ship 300,000 feet
within the next 90 days.

Reply to

REPUBLIC LUMBER CO.
CAMERON, W. VA.

LUMBER WANTED

WE WANT TO BUY

Chestnut, Plain Oak, Red and Sap
Gum in the grades of 1s and 2s and
No. 1 Common, mostly 4/4.

Quote prices New York

BOYD-SINCLAIRE LUMBER CO.
30 Church Street NEW YORK

ALFRED P. BUCKLEY
712 North 19th Street Philadelphia, Pa.

Lumber Commission

Lists solicited of stocks Hardwood
Lumber with prices, which I can
offer to my trade. Sell on commission.

Dimension Stock & Vehicle Stock
ARE SPECIALTIES

We Want to Buy for Cash

HARDWOODS

—AND—

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HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. & BTR., white 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., white, 4/4-12/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR., 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 & 3 C., 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL GRADES, 4/4" & thicker. MALEY & WERTZ, Evansville, Ind.

COM. & BTR., 8/4, 10/4 & 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & FAS, white, 4/4", reg. wdths. & lgths., dry; NO. 2 C., white, 8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 1 C., white, 4/4, 5/4, 6/4, 8/4 & 10/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 2 C., white, 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths., 4-6 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4 & 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 6/4", 2 yrs. dry; NO. 1 C. & BTR., 4/4, 5/4 & 6/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 10/4 & 12/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 2 & BTR., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, 4/4", reg. wdths., 8-16", except 10 and 12, 3 mos. dry; FAS, 5/4", reg. wdths. & lgths., 3 mos. dry; NO. 1 C., 5/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C., 5/4", reg. wdths. & lgths., 2 mos. dry; NO. 3 C., 4/4", reg. wdths. & lgths., 3 mos. dry. W. M. RITTER LUMBER CO., Columbus, Ohio.

5/4, 8/4, 10/4 & 12/4". VON PLATEN-FOX CO., Iron Mountain, Mich.

BEECH

LOG RUN, 4/4", reg. wdths. & lgths., 4 mos. dry. W. M. RITTER LUMBER CO., Columbus, Ohio.

LOG RUN, 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 6/4, 8/4". K. D.: NO. 1 & SEL., 5/4", K. D., W. W. BROWN, Chicago, Ill.

FAS, steps, 8/4": FAS, 10/4", 12" & wider. THEO. FATHAUER CO., Chicago, Ill.

NOS. 1 & 2, 4/4": NO. 1 & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C., 3/4 & 4/4", K. D. MAISEY & DION, Chicago, Ill.

NO. 1 C. & BTR., 4/4-8/4", reg. wdth., std. lgths., 2 yrs. dry; NO. 2 C., 4/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4, 5/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & NO. 2 C., 4/4-8/4", good wdths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 5/4-16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C., sd. wormy, 4/4", 8 mos. dry. KIMBALL & KOPCKE CO., Knoxville, Tenn.

FAS, 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths., 3 mos. dry. W. M. RITTER LUMBER CO., Columbus, Ohio.

COTTONWOOD

BOX BDS., 4/4x13 & up; FAS, 4/4": NO. 1 C. & NO. 2 C., both 4/4". BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 & BTR., 4/4", reg. wdths. & lgths.; BOX BDS., 4/4", 9-17"; NO. 1 C., 4/4", reg. wdths. & lgths. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 5/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

BOX BDS., 4/4", 9-12 & 13-17. GRISMORE HYMAN CO., Memphis, Tenn.

NO. 3 C., 5/4", reg. wdths. & lgths.; NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 4/4": NO. 1 SHOP & BTR., 4/4": NOS. 1 & 2 C., 4/4": NO. 3, pecky, 4/4": NO. 1 SHOP & BTR., 6/4 & 8/4": SEL., 5/4", reg. 12/4". BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 SHOP & BTR., 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", good wdths. & lgths., 2 mos. dry; NO. 2 & DOG BDS., 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL., NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths.; SEL., 5/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

NO. 3 C. & BTR., 6/4 & 5/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN, 8/4 & 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4 & 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 4/4, 6/4 & 8/4", good wdths. & lgths., 2 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 4/4, 5/4 & 10/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

NOS. 1 & 2 C., 4/4 & 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 2 C. & BTR., 5/8-6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4": COM. & BTR., 5/4 & 6/4". BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths.; NO. 2 C., 4/4 & 6/4", reg. wdths. & lgths.; FAS, 6/4", reg. wdths. & lgths. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 2 & BTR., 4/4", good wdths. & lgths., 2 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—QUARTERED RED

FAS & NO. 1 C., 4/4 & 5/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C., 4/4 & 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4": NO. 1 C. & BTR., s. n. d., 8/4-16/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., NOS. 1 & 2 C., all 4/4": COM. & BTR., 10% NO. 2, 8/4". BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 C. & BTR., 3/4", reg. wdths. & lgths., s. n. d., 3-5 mos. dry; FAS, s. n. d., 6/4", reg. wdths. & lgths., 3-5 mos. dry; FAS & NO. 1 C., both 8/4", reg. wdths. & lgths., 3-5 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4": NO. 1 C. & BTR., s. n. d., 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4": NO. 1 C., 6/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—SAP

NO. 2 C. & BTR., pl., 4/4", reg. wdths. & lgths., 3 mos. dry; FAS & NO. 1 C., qtd., 4/4, 5/4 & 8/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., pl., 5/8 & 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

BOX BDS., 4/4x13-17; FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4": NO. 2 C. & BTR., 6/4 & 8/4". BREECE MANUFACTURING CO., Portsmouth, Ohio.

COM. & BTR., qtd., 6/4 & 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4", reg. wdths. & lgths., 3-5 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths.; **BOX BDS.**, 4/4", 9-12" and 13-17"; **NO. 2 C.**, 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths.; **NO. 1 & BTR.**, qtd., 4/4, 5/4, 6/4 & 8/4, reg. wdths. & lgths. **CORNELIUS LUMBER CO.**, St. Louis, Mo.

BOX BDS., 4/4", 13-17 & 9-12". **GRISMORE-HYMAN CO.**, Memphis, Tenn.

NO. 2 & BTR., 4/4 & 6/4", good wdths. & lgths., 4 mos. dry; **BOX BDS.**, 4/4", 13-17", good lgths., 4 mos. dry; **DOG BDS.**, 6/4 & 8/4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

FAS., 4/4 & 8/4", reg. wdths. & lgths. & dry; **COM. & BTR.**, qtd., 4/4 & 5/4", reg. wdths. & lgths., dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

NO. 1 C., 5/8 & 4/4"; **NO. 2 C.**, 6/4"; **FAS.**, qtd., 4/4"; **NO. 1 C. & BTR.**, qtd., 4/4 & 8/4"; **NO. 1 C.**, qtd., 4/4". **UTLEY-HOLLOWAY CO.**, Chicago, Ill.

NO. 1 C., 4/4 & 5/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. **BEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 2 C. & BTR., tupelo, 4/4"; **NO. 2 C. & BTR.**, pl., & qtd., sap & red, 4/4, 5/4, 6/4 & 8/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 2 & BTR., black, 4/4 & 6/4", good wdths. & lgths., 4 mos. dry; **NO. 2 & BTR.**, tupelo, 4/4", good wdths. & lgths., 2 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

NO. 3 C., 4/4". **UTLEY-HOLLOWAY CO.**, Chicago, Ill.

HICKORY

NO. 1 C. & BTR., 8/4-12/4", reg. wdths. & lgths., 8 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

FAS., 10/4, 12/4 & 16/4". **THEO. FATHAUER CO.**, Chicago, Ill.

ALL grades 4/4 & thicker. **MALEY & WERTZ**, Evansville, Ind.

NOS. 1 & 2 C., 4/4, 6/4 & 8/4", reg. wdths. & lgths., dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

LOG RUN, 8/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

LOG RUN, 6/4, 7/4 & 8/4". **WOOD MOSAIC CO., INC.**, Louisville, Ky.

MAHOGANY

ANY thickness, all grades. **THE FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4"; **NO. 2**, 8/4". **W. W. BROWN**, Chicago, Ill.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

FAS., 12/4", yr. dry. **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

FAS., 10/4, 12/4 & 16/4", 12" & wider; **FAS.**, steps, 5/4". **THEO. FATHAUER CO.**, Chicago, Ill.

QTD. SAWED., 5/4"; **NO. 2 & BTR.**, 4/4, 6/4, 8/4 & 10/4"; **NO. 3 C.**, 4/4 & 5/4"; **CRATING**, strips, 3/4". **JACKSON & TINDLE**, Grand Rapids, Mich.

12/4 & 16/4"; **NOS. 1 & 2 C.**, 6/4". **VON PLATEN-FOX CO.**, Iron Mountain, Mich.

NO. 1 & BTR., 8/4, 6/4 & 10/4", reg. wdths. & lgths., 8-10 mos. dry. **Shawano Co.**; **NO. 1 & BTR.**, 12/4", reg. wdths. & lgths., 2-3 mos. dry. **Shawano Co.**; **NO. 1 & NO. 3 C.**, both 6/4", reg. wdths. & lgths., 8-10 mos. dry. **Shawano Co.**; **NO. 1 C.**, 4/4", reg. wdths. & lgths., 8-10 mos. dry. **Shawano Co.**; **WHEELER-TIMLIN LUMBER CO.**, Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 10/4". **GEO. C. BROWN & CO.**, Memphis, Tenn.

LOG RUN, 4/4 & 12/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 2 & BTR., 4/4". **JACKSON & TINDLE**, Grand Rapids, Mich.

LOG RUN, 8/4 & 10/4", reg. wdths. & lgths., 8 mos. dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

NO. 2 & BTR., 6/4", reg. wdths. & lgths., 8-10 mos. dry. **Shawano Co.**; **WHEELER-TIMLIN LUMBER CO.**, Wausau, Wis.

LOG RUN, 4/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

OAK—PLAIN RED

NO. 2 C. & BTR., 5/8-16/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". **BELLGRADE LUMBER CO.**, Memphis, Tenn.

FAS., **NO. 1 C.**, **NO. 2 C.**, all 4/4". **BREECE MANUFACTURING CO.**, Portsmouth, Ohio.

NO. 1 C., 4/4", reg. wdths. & lgths., 3-5 mos. dry. **FRANK A. CONKLING CO.**, Memphis, Tenn.

NO. 1 C. & SEL., 1/2 & 5/8". **DARNELL-LOVE LUMBER CO.**, Leland, Miss.

FAS., 6/4", 5/4"; **NO. 1 C. & SEL.**, 5/4". **GRISMORE-HYMAN CO.**, Memphis, Tenn.

NO. 1 C., 3/4", 9 1/2, 75% 14-16"; **NO. 1 C.**, 4/4", 9, 70% 14-16"; **NO. 1 C.**, 6/4", 8 1/2, 50% 14-16"; **NO. 2 C.**, 3/4", 8, 60% 14-16"; **NO. 2 C.**, 4/4 & 5/4", both 7, 60% 14-16"; **NO. 3 C.**, 4/4", 7, 60% 14-16". **LAMB FISH LUMBER CO.**, Charleston, Miss.

ALL grades 4/4 & thicker. **MALEY & WERTZ**, Evansville, Ind.

NO. 1 C., 4/4 & 6/4", **K. D. MAISEY & DION**, Chicago, Ill.

FAS., 4/4 & 8/4", reg. wdths. & lgths., 3 mos. dry. **W. M. RITTER LUMBER CO.**, Columbus, Ohio.

FAS., 4/4-8/4", reg. wdths. & lgths., dry; **COM. & BTR.**, 10/4-16/4", reg. wdths. & lgths., dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

FAS., **NO. 1 C.**, **NO. 2 C. & NO. 3 C.**, all 4/4". **STIMSON VENEER & LUMBER CO.**, Memphis, Tenn.

FAS., **NO. 1 C. & NO. 2 C.**, **NO. 1 C. & BTR.**, all 4/4"; **NO. 1 C. & BTR.**, 5/4". **UTLEY-HOLLOWAY CO.**, Chicago, Ill.

NO. 1 C., 4/4 & 8/4", reg. wdths. & lgths.; **NO. 3 C.**, 4/4", reg. wdths. & lgths.; **FAS.**, 6/4 & 8/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

FAS., **NO. 1 C.**, both 4/4"; **NO. 1 C. & BTR.**, **NO. 1 C.**, both 4/4"; **NO. 1 C.**, 8/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

FAS., 5/8, 3/4 & 5/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 3/4, 4/4, 5/4 & 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. **BEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

OAK—QUARTERED RED

FAS., **NO. 1 C. & NO. 2 C.**, all 4/4". **BREECE MANUFACTURING CO.**, Portsmouth, Ohio.

NO. 2 C. & BTR., 4/4". **KIMBALL & KOPCKE CO.**, Knoxville, Tenn.

ALL grades 4/4 & thicker. **MALEY & WERTZ**, Evansville, Ind.

COM. & BTR., 3/4-8/4", reg. wdths. & lgths., dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

FAS., 3/4 & 4/4"; **NO. 1 C. & NO. 2 C.**, both 4/4". **STIMSON VENEER & LUMBER CO.**, Memphis, Tenn.

FAS., 4/4 & 5/4"; **NO. 1 C.**, 4/4 & 5/4". **WOOD MOSAIC CO., INC.**, Louisville, Ky.

FAS., 4/4, 5/4 & 6/4", reg. wdths. & lgths.; **NO. 1 C.**, 4/4, 5/4 & 6/4, reg. wdths. & lgths.; **NOS. 2 & 3 C.**, 4/4", reg. wdths. & lgths. **BEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4". **BELLGRADE LUMBER CO.**, Memphis, Tenn.

FAS., **NO. 1 C. & NO. 2 C.**, all 4/4". **BREECE MANUFACTURING CO.**, Portsmouth, Ohio.

NO. 1 C. & NO. 2 C., both 4/4". **BROWN & HACKNEY, INC.**, Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 10 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

NO. 1 C. & SEL., 3/4"; **NO. 2 C.**, 5/8 & 3/4". **DARNELL LOVE LUMBER CO.**, Leland, Miss.

NO. 1 C., 10/4", yr. dry. **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

ALL grades 4/4 & thicker. **MALEY & WERTZ**, Evansville, Ind.

FAS., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. dry; **NO. 1 C.**, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. dry. **W. M. RITTER LUMBER CO.**, Columbus, Ohio.

FAS., 4/4-8/4", reg. wdths. & lgths., dry; **NO. 1 C.**, 5/8-8/4", dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

NO. 1 C., **NO. 2 C.**, both 4/4". **UTLEY-HOLLOWAY CO.**, Chicago, Ill.

NO. 3 C., 4/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

FAS., 4/4 & 5/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 4/4, 5/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. **BEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4-6/4". **BELLGRADE LUMBER CO.**, Memphis, Tenn.

ALL grades 4/4 & thicker. **MALEY & WERTZ**, Evansville, Ind.

FAS. & NO. 1 C., both 4/4". **MEMPHIS BAND MILL CO.**, Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths., 3 mos. dry. **W. M. RITTER LUMBER CO.**, Columbus, Ohio.

FAS., 5/8-12/4", reg. wdths. & lgths., dry; **NO. 1 C.**, 5/8-12/4", reg. wdths. & lgths., dry. **J. V. STIMSON & CO.**, Owensboro, Ky.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

NO. 1 C., 5/8 & 3/4"; **FAS.**, **NO. 1 C. & NO. 2 C.**, all 4/4". **WOOD MOSAIC CO., INC.**, Louisville, Ky.

FAS., 5/8, 3/4 & 4/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 3/4, 4/4, 5/4 & 6/4", reg. wdths. & lgths.; **NOS. 1 & 2 C.**, 4/4", 10" & up, reg. lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. **BEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & BTR., pl., 4/4", reg. wdths. & lgths., 4 mos. dry; **NO. 1 C. & BTR.**, qtd., 4/4", reg. wdths. & lgths., 4 mos. dry. **BARR-HOLADAY LUMBER CO.**, Greenville, Ohio.

NO. 1 C. & NO. 2 C., pl., **R. & W.**, both 3/4"; **NO. 3 C.**, pl., 3/4". **BROWN & HACKNEY, INC.**, Memphis, Tenn.

NO. 1 C. & BTR., pl., 5/8, 8-11". **DARNELL-LOVE LUMBER CO.**, Leland, Miss.

NO. 1 & BTR., pl., **R. & W.**, 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths.; **NO. 2 C.**, pl., **R. & W.**, 4/4", reg. wdths. & lgths. **CORNELIUS LUMBER CO.**, St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 5/4, 6/4 & 8/4", pl. & qtd., **R. & W.**; **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

FAS., **NO. 1 C.**, **NO. 2 C.**, **SD. WORMY**, all 4/4", 8 mos. dry; **LOG RUN**, 5/4 & 6/4", 8 mos. dry. **KIMBALL & KOPCKE CO.**, Knoxville, Tenn.

NO. 2 & BTR., 4/4", good wdths. & lgths., 4 mos. dry; **SD. WORMY**, 4/4", good wdths. & lgths., 4 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

SD. WORMY, 4/4". **UTLEY-HOLLOWAY CO.**, Chicago, Ill.

POPLAR

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

LOG RUN, 4/4-8/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 1 C. & BTR. & NO. 2 A., both 4/4", 8 mos. dry. **KIMBALL & KOPCKE CO.**, Knoxville, Tenn.

SEL. & BTR., 4/4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

FAS. NO. 1 C., both 4/4", K. D.; **NO. 1 C.**, 6/4 & 8/4", K. D.; **NO. 2 C.**, 5/4", bone dry. **MAISEY & DION**, CHICAGO, ILL.

FAS & NO. 1 C., both 4/4", reg. wdths. & lgths., 3 mos. dry. **W. M. RITTER LUMBER CO.**, Columbus, Ohio.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

PANEL, 5/8", 18" & up, reg. lgths.; **FAS**, 4/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8 & 4/4", reg. wdths. & lgths.; **NO. 2 A. & B.**, 4/4", reg. wdths. & lgths. **BEEDNA YOUNG LUMBER CO.**, Jackson, Tenn.

FAS, s. n. d., 3/8"; **NO. 1 C.**, 5/8"; **NO. 2 B COM.**, 4/4 & 8/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

SYCAMORE

LOG RUN, 4/4". **BROWN & HACKNEY**, INC., Memphis, Tenn.

LOG RUN, 4/4", good wdths. & lgths., 2 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

WALNUT

ALL GRADES, 4/4" & thicker. **MALEY & WERTZ**, Evansville, Ind.

MISCELLANEOUS

DIMENSION STOCK

OAK, 2x2-19 clr., 1 1/4x1 1/4 clr. 19", 1 1/2x1 1/2 19" clr., 1 1/4x2, 36 & 40 clr., 2x2-30 clr.; **GUM**, 2x2, 2 1/2x2 1/2-30 clr.; 3x3-30; wagon stock, **NO. 1 OAK** reaches, 2x4-10". **C. B. COLBORN**, Memphis, Tenn.

WESTERN PINE

NO. 3, 1x4. **W. W. BROWN**, Chicago, Ill.

VENEER—FACE

ASH

1/8-1/4" up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; **LOG RUN**, 1/16", 6-36", 36-86"; **LOG RUN**, 1/20", 6-36", 50-86". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

BIRCH

LOG RUN, 1/18", 6-36", 57-62"; **LOG RUN**, 1/20", 6-36", 38-96"; **LOG RUN**, 1/24", 6-36", 92"; **LOG RUN**, 1/28", 6-36", 50-96". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

CHERRY

1/20-1/4". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

GUM—RED

ROTARY CUT, single ply, 1/20, 4"-24", 18-72", 1/13", 4"-24, 18-72", 1/11", 4"-24, 18-72", 1/9", 4"-24, 18-72", 1/7", 4-24, 18-72", 1/6", 4"-24, 18-72", machine dried. **FLORA AMERICAN PLYWOOD CO.**, New York, N. Y.

QTD. FIG'D, any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

FIG., all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

MAHOGANY

ANY thickness. **ASTORIA MAHOGANY COMPANY, INC.**, Chicago and New York City.

ANY thickness. **THE DEAN-SPICKER CO.**, Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. **THE FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

MAPLE

QTD., 1/8-1/4"; **PL.**, 1/8-1/4" up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

LOG RUN, 1/12", 6-36", 54 & 68"; **LOG RUN**, 1/16", 6-36", 62-98"; **LOG RUN**, 1/20", 6-36", 48-96". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

OAK—PLAIN

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

SWD., white, all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. **THE DEAN-SPICKER CO.**, Chicago, Ill.

WHITE, 1/20". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

WHITE, sawed & sliced. **NICKEY BROS., INC.**, Memphis, Tenn.

WHITE, sawed quartered. **WOOD MOSAIC CO., INC.**, Louisville, Ky.

POPLAR

1/8-1/4" up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

ALL LOG RUN, 1/16", 6-36", 74 & 86"; **LOG RUN**, 1/28", 6-36", 74"; **LOG RUN**, 1/32", 6-36", 74". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also **BUTTS**. **THE FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

AEROPLANE grade, steamed, 4/4, 6-9 3/4" wide, std. lgth., 2 yrs. dry. **A. J. HIGGINS LUMBER & EXPORT CO.**, New Orleans, La.

ANYTHING in walnut veneers, sliced, half round, rotary cut and butt walnut. **PICKREL VENEER CO.**, New Albany, Ind.

WOOD MOSAIC CO., INC., Louisville, Ky.

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Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

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 of
 Worth*

Hardwood Record

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 AND SELLER OF HARDWOOD

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ALL SIZES

**COMMERCIAL
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since its organization, five years ago, proves the soundness of this form of insurance. Read the condensed report above. If you are not getting the benefits of our Inter-Insurance you are losing out on the best and safest fire insurance offered. *You need it! You Get What You Pay For and Pay ONLY for What You GET.*

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For shipment Sept., Oct. and Nov.

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4/4" Red	1,000'	5/1" 6" & wider C. & B 100,000'
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5/4" Red	8,000'	5/4" No. 3 Com. 100,000'
5/4" Curly	3,000'	8/4" No. 3 Com. 36,000'

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6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr. 100,000'
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HOLLY RIDGE LUMBER CO.

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Main Office, Louisville, Ky.

MANUFACTURERS OF BAND SAWN
GUM, OAK, ASH, ELM, CYPRESS

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Shipping direct to the consuming
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VENEERED PANELS
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CAREFUL ATTENTION AND PROMPT QUOTATIONS
MADE ON ALL INQUIRIES. Write us about your wants



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THE HARDWOOD GATEWAY OF THE SOUTH

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OAK,
POPLAR, ASH, RED GUM,
SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

For Sale—POPLAR

5/8" 1s and 2s..... 50,000 ft.
 5/8" Clear Saps.....175,000 ft.
 5/8" No. 1 Common...100,000 ft.
 5/8" No. 2 Common... 20,000 ft.
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 4/4" No. 2A Common.. 50,000 ft.
 4/4" No. 2B Common.. 60,000 ft.

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Norman Lumber Company LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS1 car
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PLAIN W. OAK 4/4" No. 1 C. & Sel.. 5 cars
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Our Oak is Kentucky variety. Genuine white and up
to texture. Poplar is Kentucky yellow, up to variety.

Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber
in specific sizes cheaper than you can cut it out
yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

THE MENGEL COMPANY

—Manufacturer of Implement Stock.
—Manufacturer of Car Material.
—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 37)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 41)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 57)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 55)

BRODHEAD-GARRETT COMPANY
Manufacturers of
HARDWOOD LUMBER
Dry Kiln and Planing Mill Facilities
Clay City Kentucky

B— We Specialize in

QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, MISSISSIPPI

(*See page 10)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 76)

J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 49)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 6)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A. B & C—
Carr Lumber Company, Inc.
Baltimore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 70)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(*See page 7)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page 9)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.

Manufacturer, Nashville, TENNESSEE

ALTON LUMBER CO. OAK for EXPORT and DOMESTIC TRADE.

Special { 4/4" No. 1 Com. & Btr. Qtd. White Oak. 1 car
 { 4/4" No. 1 Com. & Btr. Chestnut. 1 car
BUCKHANNON WEST VIRGINIA

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

(*See page —)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber

C. & W. Kramer Company
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.
St. Louis, MISSOURI

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 6)

QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page —)

Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 56)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

A. B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

(*See page 74)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-8-75) **Anderson-Tully Co.**

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. MEMPHIS, TENN., U. S. A.

(*See page 53)

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Carrier Lumber & Mfg. Co., Inc.

Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page —) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

We Offer for Prompt Shipment

All Regular Widths and Lengths

BASSWOOD

No. 2 C. & Btr. 4/4, 10 months
dry, full product

No. 1 C. & Btr. 4/4, 5/4, 10
mos. dry, end dried, white

No. 3 Com. 4/4, 3 months dry

BEECH

No. 2 C. & Btr. 4/4, 6/4, 3 to 5
months dry, full product

No. 3 C. 4/4, 5/4, 6/4, 5 mo. dry

BIRCH

No. 2 C. & Btr. 4/4, 6 months
dry, full product

No. 3 C. 4/4, 5/4, 4 months dry

Our Planing Mill is fully equipped for first class work

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Often Repeated

Can't do busi-
ness with
lumbermen
without the

RED BOOK SERVICE

No service to compare on credit
ratings and collections

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO Est. 1876 NEW YORK

WOOD BROKERS and AGENTS

For sale of

FOREST PRODUCTS

Of all descriptions

Shipments Handled for all European Ports

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Woltroco, Grace, London

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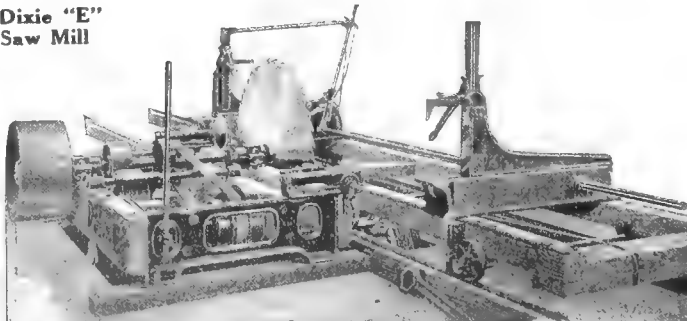
Head Office, LONDON, E. C. 3

W. H. Wollaston, 57 Gracechurch St.

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Dixie "E"
Saw Mill



Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich

EXCLUSIVE KILN DRYING

*One of the Largest Dry
Kiln Sets in Michigan*

Centrally located, giving
shippers the benefit of
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directions.

Work tested to any
desired percentage of
dryness.

**SANFORD
DRY KILN COMPANY**
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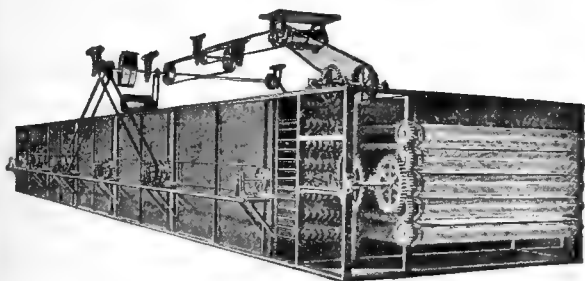
HARDWOODS

ASH
SOFT ELM
BASSWOOD
BIRCH
SOFT MAPLE
HARD MAPLE

We carry large and well
assorted stocks and are in
position to give good service.

Write us for stock sheet and
advise us as to your needs

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN



PROCTOR VENEER DRYER

Dries enormous amount of veneer perfectly flat and
pliable at minimum cost, without checks or splits.

Send for catalog and list of users.

PROCTOR AND SCHWARTZ, Inc.
Formerly Phila. Textile Mach. Co.
PHILADELPHIA, PA.

"Proctor"
DRYERS

Cadillac GRAY ELM

1 car 10/4 Part Dry
3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell

(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

Michigan Hardwoods *Cadillac Quality*

NO. 3 COMMON

8/4 Rock Elm3 Cars

4/4 Soft Maple...5 Cars

DRY STOCK

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

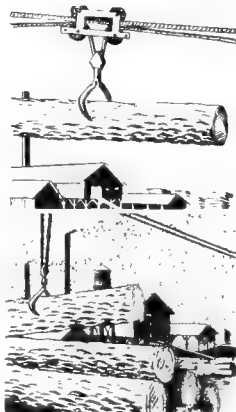
Michigan

GODFREY HOISTS, HOOKS, AND CONVEYORS

For Handling Logs and Lumber
unloading cars; conveying lumber to
your piles; unloading from piles to
trucks or wagons at a great saving of
labor and time.

WRITE US

Godfrey Conveyor Co.
108 Thirteenth Street, ELKHART, INDIANA





Spot Service is an asset to any lumber buyer

Consistently good service has for many years been one of the assets of our organization. This service is neither a myth nor a boast, but is based on real facts. In the first place the geographical location of our operation and timber, and our relation to trunk line railroads gives us the advantage in securing cars under all conditions. This was clearly demonstrated in the car shortage of this year.

In the second place, as the above map indicates, the flow of our product from the sawmills to all consuming points is smooth and uninterrupted. This holds good for export as well as for domestic shipment, and is an easily provable statement.

The third reason is that our entire organization was built about the one thought of offering unusual and unique facilities. Our product is diversified, offering a selection of all southern hardwood forest products the average consuming factory requires.

This service should be especially helpful to buyers requiring quick shipment under present conditions.

*Our 4
Mills
Produce
200,000
Feet
Daily*

ANDERSON-TULLY Co.
MEMPHIS, TENNESSEE



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

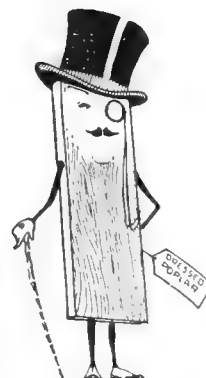
Quartered Oak

Chestnut **Basswood**

Coal Grove, Ohio, U. S. A.



POPLAR



WE HAVE IT—rough or dressed.
We are building our business on service—the kind of service that means we as sellers are not satisfied until you as a buyer are satisfied.

We carry a large stock and that means quick shipments.

Shipping from Chattanooga, we are not bothered by the car shortage.

Anything in poplar from $\frac{3}{8}$ ths to 4 inches in thickness; 3 to 42 inches in width. Also Plain and Quartered, Red and White Oak—Red and Sap Gum, Tupelo Gum—White Ash.



G.H. Evans Lumber Co.
Yellow Poplar Headquarters of the South
CHATTANOOGA TENNESSEE

Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBURN STREET
CHICAGO, NOVEMBER 10, 1920

Subscription \$2.
Vol. L, No. 2

PRESIDENT HARDING *and* EVANSVILLE VENEER CO.

*Now for Prosperity
and Big Business*

We have Complete Stocks of

QUARTERED OAK

WALNUT

FIGURED GUM

ROTARY CUT GUM VENEER

For Quick Delivery at the
New Prices

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.
EVANSVILLE, IND.



ESTABLISHED 1798

HARDWOODS
A Specialty

J. GIBSON McILVAIN & CO.

MANUFACTURERS

WHOLESALEERS

LUMBER

**PHILADELPHIA
PENNSYLVANIA**

Quality—**GOLDEN RULE**—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H. F. Below Lumber
Company
MARINETTE**

OUR IMMENSE saw-
mill facilities produce
and we offer the following:

BIRCH

4/4 No. 2 Com. & Btr.....	1170M ft.
5/4 No. 2 Com. & Btr.....	58M ft.
6/4 No. 2 Com. & Btr.....	151M ft.
8/4 No. 2 Com. & Btr.....	105M ft.

BASSWOOD

4/4 No. 2 Com. & Btr.....	1115M ft.
5/4 No. 2 Com. & Btr.....	467M ft.
6/4 No. 2 Com. & Btr.....	109M ft.
8/4 No. 2 Com. & Btr.....	90M ft.

HARD MAPLE

4/4 No. 2 Com. & Btr.....	796M ft.
5/4 No. 2 Com. & Btr.....	24M ft.
6/4 No. 2 Com. & Btr.....	317M ft.
8/4 No. 2 Com. & Btr.....	419M ft.
10/4 No. 2 Com. & Btr.....	100M ft.
12/4 No. 2 Com. & Btr.....	131M ft.

BLACK ASH

4/4 No. 2 Com. & Btr.....	114M ft.
---------------------------	----------

RED OAK

4/4 No. 2 Com. & Btr.....	9M ft.
---------------------------	--------

ROCK ELM

8/4 No. 2 Com. & Btr.....	10M ft.
---------------------------	---------

**Sawyer-Goodman
Company
MARINETTE**

MILLS AT MARINETTE AND GOODMAN,
WISCONSIN, AND SAGOLA, MICHIGAN

MARINETTE with both rail and water transportation, excellent labor conditions and a timber
supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

A MESSAGE TO TELL YOU

THAT WE HAVE RECENTLY TAKEN OVER THE DOUBLE BAND MILL AND ALL STUMPAGE FORMERLY OWNED AND OPERATED BY THE ARKO LUMBER COMPANY AT ARKANSAS CITY, ARKANSAS, AND ARE PREPARED TO RENDER YOU SPLENDID SERVICE IN SUPPLYING YOU WITH HARDWOOD LUMBER. THE QUALITY OF TIMBER CUT ON THE ARKANSAS AND WHITE RIVERS NEEDS NO INTRODUCTION. IT IS THE BEST THAT CAN BE PROCURED IN A STATE THAT IS FAMOUS FOR ITS HARDWOODS.

IF IT'S QUALITY
AND SERVICE YOU WANT,
WRITE

Double Band Mills
Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

HOLT
PEORIA-STOCKTON

Logging *with* **CATERPILLAR**
REG. U.S. PAT. OFF.
TRACTORS



THE HOLT MANUFACTURING COMPANY
INCORPORATED
Peoria, Illinois

Spokane, Wash.

New York Office, 50 Church St.

Factories at Stockton, Cal., and Peoria, Ill.

Logging is primarily a matter of traction. Holt engineers have continuously studied the needs of lumbermen.

The "Caterpillar" Logger provides many new advantages and meets every requirement. Our new ice and snow lug will get traction in the woods, bring the sleighs out to the road, make up the train and then will travel over the iced road without slippage or breaking out the rut.

Completely enclosed cab, yet unobstructed view for operator; guards under motor and before radiator protect against overhanging limbs; multiple speed transmission, meeting all requirements in the woods or on the road. The "Caterpillar" Logger is Holt's latest achievement in solving the power problems of industry.

Our Distributors are organized to give you immediate and unequaled service.

Send for bulletin on the "Caterpillar" in Winter Logging.

There is but one

CATERPILLAR

— HOLT builds it.

BUFFALO

The Foremost Hardwood Market of the East

Carries a larger stock and greater variety of HARDWOODS than any other market in the world

T. SULLIVAN & CO.

HARDWOODS
Ash and Elm

Niagara—Corner Arthur

ATLANTIC LUMBER CO.

HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

TAYLOR & CRATE

HARDWOODS OF ALL KINDS

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

Miller, Sturm & Miller

HARDWOODS
of All Kinds

1142 Seneca Street

G. ELIAS & BRO., Inc.

Have large stock fine dry
CHERRY

Also all other Hardwoods, White Pine, etc.

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:
QUARTERED
WHITE OAK

940 Elk Street

Blakeslee, Perrin & Darling

A Complete Stock
of SEASONED **HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 Seneca Street

Buffalo Hardwood Lumber Co.

J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.

WE SPECIALIZE IN
WHITE ASH and OAK

Anyone handling any of this stock write us. We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

940 Seneca Street

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS

932 Elk Street

Standard Hardwood Lumber Co.

OAK, ASH &
CHESTNUT

1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries



ANNOUNCING

OUR ENTRY INTO
THE HARDWOOD FIELD AS

MANUFACTURERS

OF

ARKANSAS HARDWOODS

INCLUDING

BAND SAWN

RED AND WHITE OAK

ASH

GUM

CORRESPONDENCE
INVITED

THE E. L. BRUCE COMPANY
LITTLE ROCK, ARKANSAS

CLICK'S VENEER TABLES

**Absolutely Necessary in Determining
Square Foot Contents—Five Times the
Information— $\frac{1}{2}$ the Time to Find It**

Written by a practical Veneer Manufacturer

—Indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book.
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—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

A Book YOU Need Every Day

The Most Up-to-Date and Practical Tables
Published

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HARDWOOD RECORD, Chicago, Ill.

Gentlemen:

Please forward immediately 192
copies of CLICK'S
VENEER TABLES, for which we will pay you \$7.50 each on
receipt of your bill.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

• WHITE ASH		12/1" No. 1 Common	17,000'
1" Select & Better	17,000'	16/4" No. 1 Common	12,000'
5/4" Select & Better	30,000'	4/1" No. 2 Common	16,000'
6/4" Select & Better	12,000'	5/4" No. 2 Common	15,000'
8/4" Select & Better	40,000'	6/4" No. 2 Common	12,000'
8/4" No. 1 Com. & Btr.	70,000'	8/4" No. 2 Common	18,000'
10/4" No. 1 Com. & Btr.	30,000'	14/4" Com. & Btr.	14,000'
12/4" No. 1 Com. & Btr.	34,000'	1/4-12/1" Sound Wormy	1 car
16/4" No. 1 Com. & Btr.	50,000'	8/4-16/4" No. 3 Common	1 car
12/4x10" up Sel. & Btr.	11,000'	Limited amount 4/4" to 10/4"	
4/4" No. 1 Common	50,000'	10" up Select & Better	
5/4" No. 1 Common	25,000'		
6/4" No. 1 Common	14,000'	COTTONWOOD	
8/4" No. 1 Common	75,000'	1" Is & 2s	15,000'
10/4" No. 1 Common	18,000'	1" No. 1 Common	10,000'

ANTICIPATE your requirements. Keep in mind CAR SHORTAGE and FREIGHT RATE INCREASE. Wire at our expense.

Thompson-Katz Lumber Co.

ASH		4/4" No. 2 Common	6,700'
10/4" No. 1 Common	3,000'	5/4" No. 2 Common	25,000'
5/4" No. 2 Common	4,000'	6/4" No. 2 Common	2,700'
8/4" No. 2 Common	28,000'	QTD. CUM. SND.	
16/4" Com. & Btr.	13,000'	8/4" Com. & Btr.	55,000'
CYPRESS		PLAIN RED GUM	
4/4" Shop & Btr.	12,000'	4/4" Is & 2s	2,500'
5/4" Shop & Btr.	9,000'	4/4" No. 1 Common	5,000'
6/4" Shop & Btr.	7,000'	5/4" No. 1 Common	30,000'
8/4" Shop & Btr.	6,000'	8/4" No. 2 Common	3,000'
ELM		QTD. RED GUM	
4/4" Log Run	5,000'	4/4" Is & 2s	3,000'
5/4" Log Run	6,000'	5/4" Is & 2s	4,000'
6/4" Log Run	6,000'	8/4" Com. & Btr.	45,000'
10/4" Log Run	1,000'	4/1" No. 1 Common	3,500'
12/4" Log Run	13,000'	5/4" No. 1 Common	4,200'
SAP GUM		6/4" No. 1 Common	1,000'
4/4" Is & 2s	65,000'	PLAIN RED OAK	
5/4" No. 1 Common	60,000'	4/4" Is & 2s	18,000'
4/4" No. 1 Common	6,500'	5/4" Is & 2s	8,000'
4/4" No. 1 Common	8,700'	6/4" Is & 2s	4,000'
5/4" No. 1 Common	25,000'	4/1" No. 1 Common	36,000'
6/4" No. 1 Common	2,700'	5/4" No. 1 Common	20,000'

Welsh Lumber Company

Regular Widths and Lengths, Thoroughly Air Dry

SAP GUM		QUARTERED SAP GUM	
4/1" 1st & 2nd	100,000'	12/4" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Common	100,000'		
PLAIN RED GUM		SAP GUM	
6/4" No. 1 Common	100,000'	4/1" No. 2 Common	100,000'
QUARTERED RED GUM			
6/4" No. 1 Com. & Btr.	50,000'		
PLAIN WHITE OAK		ELM	
5/8" No. 1 & No. 2 Com	100,000'	12/4" Log Run	90,000'

Kellogg Lumber Company

INCORPORATED

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr.	1 car	5/4" No. 1 Common	3 cars
5/4" No. 1 Com. & Btr.	1 car	6/4" No. 1 Common	2 cars
6/4" No. 1 Com. & Btr.	2 cars	8/4" No. 1 Common	3 cars
8/4" No. 1 Com. & Btr.	4 cars	10/4" No. 1 Common	1 car
10/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common	2 cars
12/4" Is & 2s	1 car	5/4" No. 2 Common	1 car
12/4" No. 1 Com. & Btr.	2 cars	6/4" No. 2 Common	1 car
16/4" No. 1 Com. & Btr.	1 car	8/4" No. 2 Common	1 car
4/4" No. 1 Common	1 car	4/4" No. 3 Common	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths
New Albany, Miss.

ELM		QUARTERED RED GUM	
4/4" Log Run	10,000'	4/4" FAS	6,500'
12/4" Log Run	5,000'	4/4" No. 1 Common	23,000'
CYPRESS		4/4" No. 2 Common	5,000'
4/4" Log Run	10,000'	PLAIN SAP GUM	
BEECH		5/8" Log Run	56,000'
4/4" Log Run	3,500'	4/4" FAS	22,000'
COTTONWOOD		4/4" No. 1 Common	81,000'
4/4" Log Run	5,000'	4/4" No. 3 Common	26,000'
POPLAR		4/4" Box Bds. 13-17"	25,000'
4/4" No. 1 Com. & Btr.	55,000'	4/4" Box Bds. 11-12"	17,000'
4/4" No. 2 Common	15,000'	4/4" Box Bds. 9-10"	18,000'
8/4" No. 2 Common	18,000'	QTD. RED & WHITE OAK	
PLAIN RED GUM		4/4" Sound Wormy	28,000'
4/4" FAS	9,000'	PLAIN RED & WHITE OAK	
4/4" No. 1 Common	60,000'	4/4" Sound Wormy	274,000'
4/4" No. 2 Common	6,500'		

Ferguson & Palmer Company

Furniture Stock CLEAR OAK		Lumber OAK	
2x2x 19"	2 cars	8/4" No. 1 Com. & Btr.	2 cars
1 3/4x1 3/4-19"	1 car	8/4" No. 2 Com. & Btr.	1 car
1 1/2x1 1/2-19"	1 car	4/4" No. 2 Com. & Btr.	2 cars
2x2-30"	2 cars	4/4" No. 2 Com. & Btr.	50,000'
3x3-30"	1 car	Siding	8"
1 1/4x2-36" & 40"	1 car	GUM	
CLEAR SAP GUM		8/4" No. 1 Com. & Btr.	Qtd.
2x2-30"	1 car	Sap	100,000'
2x2x22" & 3x3-30"	1 car	4/4" No. 2 C. & B. Sap.	150,000'
Wagon Stock NO. 1 OAK		BEECH	
2x1 & 1x1 1/2 Poles	1 car	6/4" No. 2 Com. & Btr.	1 car
2x1 10' Reaches	1 car	MAPLE	
3 1/2x4 1/2-4" Bolsters	1 car	10/4" No. 2 Com. & Btr.	1 car
Axles, Poles and Reaches	2 cars	ELM	
(Standard Sizes)		10/4" No. 2 Com. & Btr.	1 car
		SYCAMORE	
		8/4" No. 2 Com. & Btr.	1 car

ALL FOR PROMPT SHIPMENT

C. B. COLBORN Memphis, Tenn.

Dimension Stock

COTTONWOOD		SOFT MAPLE	
4/4" FAS. 6-12"	50,000'	4/4" No. 2 Com. & Btr.	60,000'
4/4" FAS. 13" & wider	50,000'	6/4" No. 2 Com. & Btr.	26,000'
4/4" No. 1 Common	100,000'	8/4" No. 2 Com. & Btr.	200,000'
4/4" No. 2 Common	15,000'	10/4" No. 2 Com. & Btr.	133,000'
4/4" Box Bds. 13-17"	35,000'	12/4" No. 2 Com. & Btr.	56,000'
4/4" Box Bds. 9-12"	44,000'	QUARTERED RED OAK	
CYPRESS		4/4" No. 1 Com. & Sel.	14,000'
4/4" Selects	60,000'	PLAIN RED OAK	
4/4" Shop	15,000'	4/4" FAS	100,000'
4/4" No. 1 Common	150,000'	4/4" FAS	100,000'
4/4" No. 2 Common	150,000'	6/4" FAS	24,000'
1 1/2x2 No. 1 Poles	50,000'	4/4" No. 1 Com. & Sel.	350,000'
1 1/2x2 No. 2 Bath	50,000'	5/4" No. 1 Com. & Sel.	82,000'
5/4" Shop & Btr.	15,000'	6/4" No. 1 Com. & Sel.	30,000'
6/4" Shop & Btr.	15,000'	4/4" No. 2 Common	75,000'
8/4" Shop & Btr.	15,000'	QUARTERED WHITE OAK	
QUARTERED RED GUM		4/4" No. 1 Common	142,000'
8/4" FAS	50,000'	PLAIN RED GUM	
8/4" No. 1 Common	50,000'	4/4" FAS	15,000'
No. 1 Com. & Btr. S&D	100,000'	1/4" No. 1 Com. & Sel.	200,000'
		4/4" No. 2 Common	75,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

MANUFACTURERS AND WHOLESALERS SOUTHERN HARDWOODS

Regular Widths and Lengths

ASH		SOFT ELM	
12/4" No. 1 C&B. 1 mo.	30,000'	12/4" Log Run. 4 mo.	42,000'
10/4" No. 1 C&B. 4 mo.	47,000'	10/4" Log Run. 4 mo.	35,000'
8/4" No. 1 C&B. 4 mo.	35,000'	8/4" Log Run. 4 mo.	27,000'
4/4" No. 1 Com. 4 mo.	25,000'	5/4" Log Run. 4 mo.	15,000'
4/4" No. 3 Com. 4 mo.	10,000'	4/4" Log Run. 4 mo.	30,000'
COTTONWOOD		PLAIN SAP GUM	
4/4" B. B. 13-17", 4 mo.	32,000'	4/4" FAS. 4 mo.	60,000'
4/4" B. B. 8-12", 4 mo.	15,000'	4/4" No. 1 Com. 4 mo.	75,000'
4/4" FAS. 11" up, 4 mo.	12,000'	4/4" No. 2 Com. 4 mo.	100,000'
4/4" FAS. 6-12", 4 mo.	38,000'	6/4" No. 1 Com. 4 mo.	44,000'
4/4" No. 1 Com. 4 mo.	75,000'	8/4" No. 1 Com. 4 mo.	13,000'
5/4" No. 1 Com. 4 mo.	50,000'		

Johnson Bros. Hardwood Co.
(OUR NAME IS EASY TO REMEMBER)

1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		QUARTERED WHITE OAK	
6/4" No. 1 Common	19,000'	4/4" FAS.	14,000'
QUARTERED SAP GUM		5/4" FAS.	10,000'
8/4" FAS.	11,000'	6/4" FAS.	11,000'
8/4" No. 1 Common	16,000'	4/4" No. 1 Common	27,000'
PLAIN SAP GUM		5/4" No. 1 Common	16,000'
4/4" No. 1 Common	48,000'	6/4" No. 1 Common	35,000'
5/4" No. 1 Common	25,000'	8/4" No. 1 Common	14,000'
PLAIN RED OAK		4/4" No. 2 Common	33,000'
4/4" No. 1 Common	33,000'	5/4" No. 2 Common	11,000'
5/4" No. 1 Common	14,000'	6/4" No. 2 Common	8,000'
6/4" No. 1 Common	21,000'	POPLAR	
8/4" No. 1 Common	18,000'	4/4" No. 1 Common	75,000'
10/4" No. 1 Common	30,000'	6/4" No. 1 Common	35,000'
4/4" No. 2 Common	82,000'	4/4" No. 2 Common	16,000'
5/4" No. 2 Common	25,000'	5/4" No. 2 Common	16,000'
6/4" No. 2 Common	13,000'	6/4" No. 2 Common	11,000'
8/4" No. 2 Common	26,000'	8/4" No. 2 Common	52,000'
4/4" Sound Wormy	42,000'		

Goodlander-Robertson Lbr. Co.

SPECIAL LIST—Prices F. O. B. Cairo, Ill.

1 car 1" No. 2 Com. & Btr. Qtd. White Oak	\$75.00, \$130.00, \$195.00
1 car 1" No. 1 Com. & Btr. Qtd. Red Oak	\$25.00, \$75.00, \$125.00
1 car 1" No. 2 Com. Qtd. Red Oak	60.00
1 car 1" No. 1 Com. & Btr. Cottonwood	60.00, 78.00
1 car 1" No. 2 Com. & Btr. Red Gum	50.00, 90.00, 130.00

RED AND SAP GUM
Can furnish Red Gum and Sap Gum, 4/4", 5/4", 6/4" and 8/4" Plain and Quartered, all grades, thoroughly dry stock, straight or mixed cars. Write or wire for prices.

PLAIN OAK
4/4" 1sts & 2nds..... 2 cars
4/4" No. 1 Common..... 6 cars
4/4" No. 2 Common..... 5 cars
6/4" No. 1 Com. & Btr. 3 cars
10/4" No. 1 Com. & Btr. 2 cars
12/4" No. 1 Com. & Btr. 1 car
8/4" Sound Wormy..... 2 cars

Moyer-Shafer Hardwood Co.

QUARTERED SAP GUM
4/4" Com. & Btr. 75,000'

PLAIN SAP GUM
4/4" 1s & 2s, 6" & up.. 40,000'
4/4" 1s & 2s, 13 17" .. 15,000'
4/4" 1s & 2s & Panel... 20,000'
4/4" No. 1 Com. & Sel. 100,000'
4/4" No. 2 Common..... 100,000'
4/4" No. 3 Common..... 100,000'
5/4" 1s & 2s..... 50,000'
5/4" No. 1 Com. & Sel. 50,000'
5/4" No. 2 Common..... 50,000'
5/4" No. 3 Common..... 50,000'
6/1" Com. & Btr. 30,000'
6/4" No. 2 Common..... 50,000'
6/4" No. 3 Common..... 100,000'
8/1" No. 3 Common..... 50,000'

Geo. C. Brown & Co.

ASH		PLAIN RED OAK	
10/4" Com. & Btr.	100,000'	4/4" FAS.	50,000'
5/4" No. 1 Common.....	50,000'	5/4" FAS.	50,000'
COTTONWOOD		4/4" No. 1 Common.....	200,000'
4/4" No. 1 Common.....	150,000'	5/4" No. 1 Common.....	150,000'
ELM		6/4" No. 1 Common.....	50,000'
8/4" Log Run.....	150,000'	4/4" No. 3.....	75,000'
10/4" Log Run.....	30,000'	4/4" Sound Wormy.....	150,000'
12/4" Log Run.....	50,000'	5/4" Sound Wormy.....	75,000'
PLAIN RED GUM		6/4" Sound Wormy.....	50,000'
4/4" FAS.	50,000'		
QTD. RED GUM (SND)			
6/4" Com. & Btr.	150,000'	PLAIN WHITE OAK	
8/4" Com. & Btr.	200,000'	6/4" FAS.	25,000'
10/4" Com. & Btr.	200,000'	6/4" No. 1 Common.....	100,000'
12/4" Com. & Btr.	150,000'		
PLAIN SAP GUM		QUARTERED WHITE OAK	
5/4" Com. & Btr.	150,000'	4/4" FAS.	50,000'
4/4" No. 1 Common.....	100,000'	5/4" FAS.	50,000'
6/4" No. 1 Common.....	60,000'	4/4" No. 1 Common.....	200,000'
QUARTERED RED OAK		5/4" No. 1 Common.....	100,000'
5/4" FAS.	50,000'	6/4" No. 1 Common.....	200,000'
4/4" No. 1 Common.....	100,000'	8/4" No. 1 Common.....	65,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

OUR SPECIALTY

KILN DRIED

Southern Hardwoods

Ash—Elm—Maple

For Quick Shipment

Tustin Hardwood Lumber Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

SAP GUM

4/4" FAS	\$5,000'
4/4" No. 1 Common	300,000'
4/4" No. 2 Common	200,000'
5/4" No. 1 Common	75,000'
6/4" FAS	60,000'
6/4" No. 1 Common	83,000'
6/4" No. 2 Common	10,000'
8/4" No. 1 Common	20,000'
8/4" No. 2 Common	28,000'

TUPELO GUM

9"-12" Box Boards	20,000'
4/4" FAS	92,000'
4/4" No. 1 Common	82,000'
4/4" No. 2 Common	19,000'

PLAIN RED GUM

4/4" No. 1 Common	138,000'
1/4" No. 2 Common	15,000'

QUARTERED RED GUM

4/4" FAS	60,000'
4/4" No. 1 Common	123,000'
3/4" Common & Better	30,000'
8/4" Com. & Btr., SND	150,000'
10/4" Com. & Btr., SND	52,000'
12/4" Com. & Btr., SND	25,000'

ASH

5/8" No. 1 & No. 2 Com.	30,000'
4/4" No. 2 Common	85,000'
8/4" Common & Better	101,000'
10/4" Common & Better	111,000'
12/4" Common & Better	95,000'

Memphis Band Mill Co.

Regular Widths and Lengths—3 to 5 Months' Dry

QUARTERED RED GUM

4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
5/4" 1s & 2s, 4 mo.	2 cars
5/4" No. 1 Com., 4 mo.	3 cars
6/4" No. 1 C. & B., 4 mo.	1 car
8/4" 1s & 2s, 4 mo.	3 cars
8/4" No. 1 Com., 4 mo.	3 cars
4/4" QTD. RED GUM, SND.	
5/4" No. 1 Com., 4 mo.	2 cars
5/4" 1s & 2s, 4 mo.	2 cars
5/4" No. 1 Com., 4 mo.	3 cars
6/4" 1s & 2s, 4 mo.	3 cars
8/4" No. 1 Com., 4 mo.	4 cars
8/4" No. 2 Com., 4 mo.	1 car
3/4" No. 1 C. & B., 2 mo.	1 car
PLAIN RED GUM	
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 3 mo.	3 cars

SAP GUM

4/4" 1s & 2s, 3 mo.	2 cars
4/4" No. 1 Com., 3 mo.	5 cars
4/4" No. 2 Com., 3 mo.	10 cars
4/4" No. 3 Com., 3 mo.	1 car
4/4" 1s & 2s, 13" up, 3 mo.	3 cars
5/4" 1s & 2s, 3 mo.	1 car
5/4" No. 2 Com., 3 mo.	5 cars

QUARTERED WHITE OAK

4/4" 1s & 2s, 3 mo.	1 car
4/4" No. 1 Com., 3 mo.	3 cars
4/4" No. 2 Com., 3 mo.	2 cars

PLAIN WHITE OAK

4/4" No. 1 Com., 3 mo.	5 cars
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PLAIN RED OAK

4/4" No. 1 Com., 3 mo.	3 cars
4/4" No. 2 Com., 3 mo.	5 cars
1/4" No. 3 Com., 3 mo.	7 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM

4/4" Log Run	2 cars
8/4" Log Run	3 cars
10/4" Log Run	2 cars

PLAIN RED GUM

4/4" 1s & 2s	4 cars
6/4" 1s & 2s	3 cars
4/4" No. 1 Common	7 cars
6/4" No. 1 Common	3 cars
5/4" Com. & Btr.	1 car

SAP GUM

4/4" 1s & 2s	5 cars
6/4" 1s & 2s	2 cars
4/4" No. 1 Common	9 cars
6/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars

6/4" No. 2 Common	2 cars
5/8" 1s & 2s	2 cars
5/8" No. 1 Common	3 cars
4/4" Box Bds., 9-12"	3 cars

QRTD. GUM, SND.

8/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	1 car

QUARTERED RED GUM

8/4" Com. & Btr.	2 cars
8/4" Com. & Btr.	2 cars

PLAIN RED OAK

4/4" 1s & 2s	5 cars
5/4" 1s & 2s	1 car
4/4" No. 1 Common	6 cars
5/4" No. 1 Common	2 cars
4/4" No. 2 Common	3 cars

Dacus-Richards Hardwood Co.

ASH

10/4" Log Run	12,000'
12/4" Log Run	4,000'
16/4" Log Run	7,000'
10/4" No. 2 Common	13,000'
10/4" No. 2 Common	6,000'
4/4" No. 3 Common	24,000'

BASSWOOD

1/4" Log Run	70,000'
12/4" Log Run	49,000'

QUARTERED RED GUM

4/4" FAS	22,000'
4/4" No. 1 Common	65,000'
QTD. RED GUM, S. N. D.	
8/4" No. 1 Com. & Btr.	62,000'
8/4" No. 1 Common	43,000'

TUPELO GUM

4/4" Log Run	19,000'
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QUARTERED WHITE OAK

4/4" FAS	25,000'
1/2" No. 1 Common	28,000'
3/4" No. 1 Common	48,000'
4/4" No. 1 Common	872,000'
4/4" No. 2 Common	104,000'
4/4" Strips, 2 1/2-5 1/2"	45,000'

QUARTERED RED OAK

4/4" FAS	15,000'
4/4" No. 1 Common	160,000'
4/4" No. 2 Common	153,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK

5/8" No. 1 Common	3 cars
4/4" 1s & 2s	3 cars
4/4" No. 1 Common	10 cars
4/4" No. 2 Common	2 cars
4/4" Clear Strips	1 car
1/4" Common Strips	2 cars
8/4" No. 1 Com. & Btr.	1 car
8/4" No. 2 Common	1 car

PLAIN RED OAK

3/4" 1s & 2s	1 car
3/4" No. 2 Common	1 car

PLAIN WHITE OAK

3/4" No. 2 Common	1 car
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OAK

8/4" Dog Boards	1 car
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PLAIN SAP GUM

5/8" No. 2 Common	3 cars
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PLAIN BLACK GUM

4/4" No. 2 Com. & Btr.	2 cars
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GUM

6/4"-8/4" Dog Boards	2 cars
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CYPRESS

4/4" No. 1 Shop	2 cars
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4/4" Pecky

8/4" No. 1 Common	3 cars
8/4" No. 2 Common	1 car

ELM

6/4" No. 1 Com. & Btr.	1 car
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QUARTERED WHITE OAK

6/4" 1s & 2s	1,800'
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QUARTERED RED OAK

8/4" No. 1 Common	3,000'
8/4" No. 3 Common	8,000'

QUARTERED RED OAK

3/4" No. 2 Com. & Btr.	6,000'
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BLACK GUM

3/4" Com. & Btr.	5,500'
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LYNN

4/4" Log Run	5,100'
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ELM

4/4" Log Run	1,800'
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SYCAMORE

4/4" Log Run	15,000'
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COTTONWOOD

4/4" Com. & Btr.	15,000'
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PLAIN RED OAK

3/4" No. 1 Common	2 cars
4/4" No. 1 Common	4 cars
4/4" No. 2 Common	2 cars

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD

4/4" Com. & Btr., 6 mo.	1 car
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RED GUM

5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars

SAP GUM

5/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars

QTD. RED GUM

8/4" 1s & 2s, 6 mo.	1 car
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SOFT MAPLE

6/4" Log Run, 6 mo.	1 car
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RED OAK

4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car

WHITE OAK

4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars

QTD. WHITE OAK

4/4" Com. & Btr., 6 mo.	1 car
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J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

4/4" F&S	5 mos dry	62,000'
4/4" No. 1 Common & Selects.	5 mos dry	171,000'
5/4" F&S	3 mos dry	25,000'
5/4" No. 1 Common & Selects.	3 mos dry	76,000'
6/4" F&S	5 mos dry	43,000'
6/4" No. 1 Common & Selects.	5 mos dry	56,000'
8/4" F&S	5 mos dry	39,000'
8/4" No. 1 Common & Selects.	5 mos dry	63,000'
10/4" F&S	6 mos dry	28,000'
10/4" No. 1 Common & Selects.	6 mos dry	52,000'
12/4" No. 1 Common & Better.	7 mos dry	18,000'

The Mossman Lumber Co., Inc.

COTTONWOOD	4/4" No. 1 & No. 2 Com	65,000'
ELM	4/4" Log Run	8,000'
	8/4" Log Run	30,000'
	10/4" Log Run	30,000'
SAP GUM	4/4" 1s & 2s	95,000'
	4/4" No. 1 Common	185,000'
	4/4" No. 2 Common	130,000'
	4/4" No. 3 Common	35,000'
	8/4" No. 2 Common	30,900'
RED GUM	4/4" No. 1 Common	20,000'
	5/4" No. 1 Common	8,000'
QUARTERED RED GUM	4/4" No. 1 Common	18,000'
	5/4" No. 1 Common	17,000'
	8/4" No. 1 Common	12,000'
QUARTERED SAP GUM	4/4" 1s & 2s	35,000'
	4/4" No. 1 Common	50,000'
	5/4" Com. & Btr.	16,000'
	8/4" Com. & Btr.	65,000'
SOFT MAPLE	4/4" Log Run	18,000'
	12/4" Log Run	40,000'
QUARTERED WHITE OAK	4/4" Com. & Btr.	14,000'
	4/4" No. 2 Common	25,000'
PLAIN WHITE OAK	4/4" No. 1 Common	33,000'
	4/4" No. 2 Common	12,000'
OAK	4/4" Sound Wormy	75,000'
QUARTERED RED OAK	4/4" Com. & Btr.	50,000'
	4/4" No. 1 Common	12,000'
PLAIN RED OAK	4/4" 1s & 2s	60,000'
	4/4" No. 1 Common	200,000'
	4/4" No. 2 Common	100,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	4/4" No. 1 Com. & 1s & 2s	Band sawed
SAP GUM	4/4" F&S	Band sawed
	4/4" No. 1 Com.	Band sawed
QTD. RED GUM, S. N. D.	8/4" No. 1 Com. & 1s & 2s	Circular sawed
PLAIN RED GUM	4/4" No. 1 Com. & 1s & 2s	Circular sawed
SAP GUM	4/4" F&S	Circular sawed
	4/4" No. 1 Com.	Circular sawed
	4/4" No. 2 Com.	Circular sawed
TUPELO GUM	4/4" No. 1 Com. & 1s & 2s	Band sawed
PLAIN RED OAK	3/4" 80% F&S, 20% Select	Band sawed
	4/4" No. 1 Com.	Circular sawed
	4/4" F&S	Circular sawed
PLAIN WHITE OAK	4/4" F&S	Circular sawed
	4/4" No. 1 Com.	Circular sawed
MIXED OAK	4/4" No. 2 Com.	Circular sawed
	4/4" No. 3 Com.	Circular sawed

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	4/1" 1s & 2s	21,000'
	4/4" No. 1 Common	80,000'
	4/1" No. 2 Common	40,000'
PLAIN OAK	4/1" No. 1 Com. White	30,000'
	4/4" 1s & 2s, Red	90,000'
	4/4" Sound Wormy	40,000'
QUARTERED RED GUM	4/4" No. 1 Common	30,000'
	5/1" 1s & 2s	6,000'
	5/3" No. 1 Common	60,000'
	6/3" 1s & 2s	40,000'
	6/4" No. 1 Common	90,000'
	8/4" No. 1 Common	30,000'
PLAIN RED GUM	5/8" 1s & 2s	25,000'
	5/4" No. 1 Common	12,000'
	6/4" 1s & 2s	10,000'
	6/4" No. 1 Common	58,000'
QTD. RED GUM, S. N. D.	8/4" No. 1 Com. & Btr.	30,000'
	10/4" No. 1 Com. & Btr.	24,000'
	12/4" No. 1 Com. & Btr.	80,000'
	16/4" No. 1 Com. & Btr.	7,000'
SOFT ELM	5/4" 1s & 2s	17,000'
	5/4" No. 1 Common	30,000'
	5/4" No. 2 Common	30,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	5/8" No. 1 Com. & Btr.	100,000'
	3/4" No. 1 Com. & Btr.	100,000'
	3/4" No. 2	50,000'
	4/4" No. 1 Com. & Btr.	200,000'
	4/4" No. 1 Common, 12" & wider	50,000'
	4/4" No. 2	150,000'
	5/4" No. 1 Com. & Btr.	50,000'
	5/4" No. 2	75,000'
PLAIN RED GUM	1/2" No. 1 Com. & Btr.	25,000'
	3/4" No. 1 Com. & Btr.	60,000'
	4/4" F&S	75,000'
	4/4" No. 1 Common	200,000'
	4/4" No. 2 Common	150,000'
	8/4" No. 1	20,000'
BLACK GUM	4/4" No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM	4/4" No. 1 Com. & Btr.	250,000'
	4/4" No. 2	25,000'

5/4" No. 1 C & B	37,000'
10/4" No. 1 C & B	25,000'
12/4" No. 1 C & B	30,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	150,000'
6/4" No. 1 Com. & Btr.	60,000'
8/4" No. 1 Com. & Btr.	150,000'
10/4" No. 1 Com. & Btr.	100,000'
12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 1 Conf. & Btr.	250,000'
4/4" No. 2	200,000'
4/4" No. 3	200,000'
PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'
QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	200,000'
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

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BAND MILLS: Madison, Ark.; Wisner, La.

ASH	5/4" No. 1 Common	
	4/4" No. 2 Common	
CYPRESS	All Grades and All Thicknesses	
COTTONWOOD	All Grades and All Thicknesses	
PLAIN RED OAK	4/4", 5/4" and 6/4", No. 1 Com.	

PLAIN WHITE OAK	4/4", 5/4" and 6/4", No. 1 Com.	
PLAIN OAK	1/4", 5/4" and 6/4", No. 2 Com.	
QUARTERED WHITE OAK	1/4" No. 1 Common	
	4/4" No. 1 Common	
QUARTERED RED OAK	4/4" No. 1 Com. & Btr.	

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK	4/1" 1s & 2s	1 car
	4/4" No. 1 Common	3 cars
	4/4" No. 2 Common	1 car
	8/4" No. 1 Common	1 car
	6/1" No. 1 Common	1 car
PLAIN WHITE OAK	4/4" 1s & 2s	1 car
	4/4" No. 1 Common	4 cars
	4/4" No. 2 Common	2 cars
QUARTERED RED OAK	4/4" 1s & 2s	7,000'
	4/4" No. 1 Common	20,000'
PLAIN RED OAK	4/4" 1s & 2s	2 cars
	4/4" No. 1 Common	7 cars
	4/4" No. 2 Common	2 cars
MIXED OAK	4/4" Sound Wormy	6 cars
	4/4" No. 3 Common	5 cars
	3/4" Sound Wormy	5 cars
	3/4" No. 3 Common	5 cars
PLAIN SAP GUM	1/4" No. 1 Common	7 cars
	5/4" No. 1 Common	8 cars
QUARTERED SAP GUM	4/4" No. 1 Com. & Btr.	1 car
	6/4" No. 1 Com. & Btr.	4 cars
	8/4" No. 1 Com. & Btr.	5 cars
	10/4" No. 1 Com. & Btr.	2 cars
COTTONWOOD	4/4" 1s & 2s	2 cars
	4/4" No. 1 Common	8 cars
PECAN	8/1" Log Run	3 cars
HACKBERRY	1/1" Log Run	2 cars
SYCAMORE	4/4" Log Run	2 cars

Mark H. Brown Lumber Co.

ASH	4/1" 1s & 2s	18,000'
	5/4" 1s & 2s	22,000'
	6/4" 1s & 2s	9,000'
	8/4" 1s & 2s	45,000'
	10/4" 1s & 2s	57,500'
	12/4" 1s & 2s	38,000'
	16/4" 1s & 2s	21,000'
	18/4" 1s & 2s	14,000'
	4/4" No. 1 Common	22,500'
	5/4" No. 1 Common	44,000'
	6/4" No. 1 Common	52,000'
	8/4" No. 1 Common	48,000'
	10/4" No. 1 Common	20,500'
	12/4" No. 1 Common	18,500'
	16/4" No. 1 Common	4,500'
	6/4"-8/4" No. 2 Com.	40,000'
	2" Strips, 22"-51/2"	8,000'
	2" No. 1 C, 3" up, 18 20"	6,000'
	2" 1s&2s, 6" up, 18 20"	7,000'
OAK	4/4" No. 1 C&B, R&W.	40,000'
GUM	1/4" No. 1 C&B, Red.	45,000'
	5/4" No. 1 C&B, Red.	50,000'
	4/4" No. 1 C&B, Sap.	65,000'
COTTONWOOD	1/4" Log Run	125,000'
ELM	1 1/2"-3" Log Run	18,000'
CYPRESS	1 1/4" No. 1 & No. 2 C.	35,000'

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5/8" No. 2 Com. Plain Red Oak.....	150,000'
3/4" No. 2 Com. Plain Red Oak.....	200,000'
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QUARTERED RED OAK	8/4" Log Run	3 cars
4/4" Fas	10/4" Log Run	1 car
4/4" No. 1 Com.....	QUARTERED RED GUM	
PLAIN WHITE OAK	5/4" Fas	1 car
4/4" Fas	5/4" No. 1 Com.....	2 cars
4/4" No. 1 Com.....	4/4" No. 2 Com.....	2 cars
10/4" No. 1 C & B....	5/4" No. 2 Com.....	1 car
PLAIN RED OAK	PLAIN SAP GUM	
5/8" Fas	5/4" Fas	1 car
3/4" Fas	5/4" No. 2 Com.....	1 car
4/4" Fas	4/4" No. 1 Com.....	3 cars
1/2" No. 1 Com.....	ELM	
4/4" No. 1 Com.....	6/4" Log Run	2 cars
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4/4 No. 2-A Common..	7 Cars	OAK	
5/4 F. A. S., S. N. D..	1 Car	4/4 F. A. S.	1 Car
5/4 No. 1 Common....	1 Car	4/4 No. 1 Com. & Btr.	
5/4 No. 2-A Common..	5 Cars	Qrtd. Red	1 Car
6/4 F. A. S., S. N. D..	1 Car	4/4 No. 1 Com. Red...	4 Cars
6/4 No. 1 Common....	2 Cars	4/4 No. 1 Com. White.	2 Cars
6/4 No. 2-A Common..	2 Cars	4/4 No. 1 Com. & Btr.	
8/4 F. A. S., S. N. D..	6 Cars	Sound Wormy...	5 Cars
8/4 No. 1 Common....	4 Cars	4/4 No. 2 Common....	1 Car
8/4 No. 2-A Common..	10 Cars	5/4 No. 1 Com. & Btr.	
8/4 No. 2-B Common..	4 Cars	Sound Wormy...	5 Cars
12/4 F. A. S., S. N. D..	2 Cars	5/4 No. 2 Common....	1 Car
		5/4 No. 3 Common....	4 Cars
		6/4 No. 1 Common....	1 Car
		6/4 No. 1 Com. & Btr.	
		Sound Wormy...	3 Cars
		8/4 No. 1 Com. & Btr..	1 Car
		8/4 No. 2 Com. & Btr..	2 Cars
		8/4 No. 3 Com. & Btr..	2 Cars
		8/4 No. 1 Com. & Btr.	
		Sound Wormy...	3 Cars
		GUM	
		4/4 F. A. S. Sap.....	1 Car
		4/4 No. 1 Com. Sap....	3 Cars
		4/4 No. 2 Com. Sap....	1 Car
		5/4 No. 2 C. & B. Sap.	1 Car
		6/4 No. 1 C. & B. Sap.	2 Cars
		8/4 No. 1 C. & B. Sap.	5 Cars
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Hardwood Record

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No. 2

Review and Outlook

General Market Conditions

CHANGES DURING THE PAST TWO WEEKS have been well defined, though occurring mostly in the direction laid down previously. That is, the movement to reduce operations, and if possible, to shut down, has been accelerated just as the growing stagnation of buying has become more pronounced. Three or four weeks ago there were many important manufacturing units in the hardwood fields who were still uncertain in their policy for the immediate future. Their decisions to reduce, or more frequently to discontinue operations, has been induced by continued falling off in demand, by consistent further reduction in price and by the example everywhere seen around them.

Today it is doubtful if more than 40 per cent of the producing capacity in the Southern regions is active. This percentage would probably be higher in the North, though there too activity is becoming more and more restricted, and the desirability of further curtailment is impressing itself on the operators. This general policy of closing down has, of course, been spontaneous, and reflects a double purpose. First, to refrain from cutting up valuable timber to be sold probably at less than cost; second, to rebuild operating organizations on a reduced log and wage basis, making possible a lower plane of necessary selling prices.

The sincerity of the hardwood men who deplored last year's excessive price tendencies has been questioned, but the man questioning that expression was very likely in the same boat. His selling prices were borne irresistably upward on the ever-swelling wave of extravagance, which now has receded. That such prices were a menace was too evident to require argument. Stabilization was sought then, and stabilization is equally desired today; therefore, in order that hardwood values may eventually reach a level consistent with the cost of good manufacturing, the producers' energies are now being bent in the direction of arbitrarily reducing those costs to a more consistent and sensible figure.

The lumber consumer should bear in mind that hardwood stocks in general are still in strong hands, and that the hardwood men have not been averse to the general shutting down policy. In fact, they realize that it is probably the only way to bring about a definitely lessened cost basis. Mill yard inventories would probably show a normal stock at present, but from now on the difficult and almost impossible logging season maintains. The Southern mill men are coming into this period with a practically nil log supply, therefore, they will approach the spring activity with only what stock is on their yards. This, during the intervening months, will probably be broken more or less, and before new logs can be brought

in and the resulting green lumber reduced to proper shipping condition, it is not at all improbable that an even modest demand might greatly strain the supply. **HARDWOOD RECORD** is convinced that hardwood stocks in general are about as low as they can reasonably go. This belief is strongly supported by the general shutting down of production, which signifies refusal to further sacrifice timber, and by the conviction that hardwood lumber cannot go lower without bringing ruin. **HARDWOOD RECORD** believes that buyers would be justified in here and there picking up stocks for future use when such deals can be made on a favorable basis.

Consider the Ways of the Chairmen

PERHAPS THE MOST SIGNIFICANT FINDING of the recent meeting of the National Association of Chair Manufacturers could be described in the following excerpt from the official report of this meeting: "For the better part of two days the meeting considered ways and means by which chair values can properly reflect cost of manufacture and secure for the producer a satisfactory margin of profit. It was considered by all that any reductions now effected would utterly fail to stimulate buying, and that for the rest of 1920 no volume of business will be received by chair factories, hence the time in the interval until January 1 should be employed in analyzing the costs in each grade and type of chairs produced."

Marketing values in all industries have now approached that point where cost of production regulates selling price. The psychology of falling prices is directly against the possibility of any stimulation to sales through arbitrary reductions. The man who has been buying under a high market immediately becomes convinced by price reductions that still further reductions are imminent.

It is a matter merely of common sense to concede that no business can long continue to sell products at less than cost of production. The manufacturer who knows his cost of production can more quickly arrive at the proper selling policy than can he whose production costs are undetermined. The latter knows he is facing trouble only when it has arrived, and when it is too late to remedy his condition. The other man can foresee trouble and change his course accordingly.

Since it is conceded that cut prices will not sell any product, and that accurate cost knowledge is indispensable, the pertinence of this conclusion by the chair men is manifest.

It has long been felt that the election would mark a gradual return of confidence, especially as the result was generally conceded. It has been equally apparent that no great increase in orders

might be expected until after the new year. Therefore, with general inactivity in normal directions, the obviously wise thing is to turn especial attention to house cleaning and to preparation for the upward swing of the pendulum.

The chair men have marked an intelligent course.

Harding's Attitude Toward Business

THE BUSINESS INTERESTS OF THE COUNTRY have reason to expect that under the Harding administration, they will enjoy the fullest opportunity to function with the minimum of governmental interference. Pre-election utterances made by the President-elect in reply to questions concerning business problems put by the 'System' magazine, very clearly indicate this. "Government's highest function is to serve business and to give it the fullest opportunity for righteous activity," said Mr. Harding. "Business is wholly a private function. It is founded on the genius and enterprise and efficiency of those who conduct it. We have drifted in later days to a good deal of unjustified and unnecessary and unhappy interference of Government in private business. About the greatest service the Government could render at the present time is to take its hands off of legitimate and honest enterprise and tell it to go ahead and do the most and best that is possible. That is what makes a great commercial and industrial nation."

It is easy to infer from this that the influence of the next president will be exerted to eliminate the constrictive practices under which business now chafes and that the whole attitude of the administration will be liberal toward business. The attitude of the retiring administration has apparently been one of suspicion and prejudice, a stern and repressive policy being pursued. This attitude will, of course, be completely reversed by Harding.

It is to be hoped that business will be able to enjoy this unshackling temperately and not attempt to abuse its privileges. The enjoyment of privilege is often made short-lived because of the tendency of the beneficiary to presume upon it and seek more than he is entitled to. The incontinent attitude of certain business interests in the past, set in motion the movement for regulation of private enterprise, which the last Democratic administration seems to have carried to an extreme.

Now we are to witness the reaction from that extreme and it would indeed be a happy result should a balance be struck under the Harding administration which would find business pursuing its fair and legitimate functions with only the most necessary regulations from the Government.

One of the most interesting reforms from the standpoint of the business man, which the President-elect promises, is that of the excess profits tax. He has said that the "excess profits tax, in my judgment, is unfair and the law should be repealed. It is unfair to business men and it is unfair to consumers." He contends that the law is too complicated and that it puts a tax on genius and enterprise, which is inimical to the commercial and industrial development of the country. A large percentage of the funds realized by the Government through the excess profits tax is still necessary,

but Mr. Harding believes that a tax on gross sales of going concerns, of perhaps 1 per cent or even 1½ per cent, would be the better way of raising the necessary money. This sort of tax he estimates, would raise sufficient funds, if the expenses of the Government are cut \$1,600,000,000 to \$2,000,000,000, as he believes they will be through operation of the budget system. "This could not apply to banks and insurance companies, and it would have to be understood that the measure would not include the income received by wage earners, agriculturists, salaried men and small business men, who should be exempt. Under a law of this sort every business man would know definitely at the close of the year exactly what he would be called upon to pay to the Government."

Mr. Harding also believes in making the Government budget system "budget." He does not believe in the principle of the industrial court to the extent that it should settle disputes arising between the employers and employees in private enterprises whose operations do not directly affect the well being of the public. He does believe, however, that machinery should be set up which will promptly and thoroughly prevent strikes or lockouts in such great public industries as transportation and coal mining.

In short, it appears that his policy toward business is one of the least regulation consonant with honesty and the well being of the people.

There Is Logic in This Argument

Entirely without bias in the matter, HARDWOOD RECORD recommends that consuming buyers give consideration to the following statement, which reflects a thorough appreciation of conditions in the lumber field and an understanding of the economic factors involved:

"We all know that prices fluctuate according to supply and demand. The demand for lumber during the past few months has been extremely light, stocks at consuming points have been greatly reduced and many hardwood mills in our section have either curtailed or stopped production entirely.

"It is to the interest of both manufacturer and consumer to keep production up, because this is the only way costs and prices can be kept down. Selling prices are now very near the cost of production; this situation will force further curtailment, which in turn will make for abnormal prices when buying is revived.

"We suggested during the peak of demand and high prices that purchases be limited to immediate needs, our desire being to help bring about a market, stabilized on an equitable basis; this would be advantageous to you and to us. With the same idea in mind we now call to your attention the fact that hardwood lumber prices have been reduced, on an average of 35 per cent mill run, before the notable reductions were announced on other commodities.

"Normal purchasing will give you a low average of prices for the next few months; it will enable mills to produce normally and economically, and will prevent excessive price advances when general business improves.

"We submit this thought as a conservative business policy and not for the purpose of encouraging speculation."

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Labor Supply Now in Excess of Jobs

How Labor's war-time "strangle hold" on American industry has been loosened in the past few months is revealed in the replies from all sections of the country to a questionnaire on the present labor situation sent by Hardwood Record to some five hundred of the leading woodworking establishments of the country. There is no longer in any center of woodworking production a shortage of either skilled or common labor. In virtually every city represented in the replies there is a surplus of unskilled labor, and in many instances a surplus of skilled labor. Labor is now seeking jobs and jobs are no longer figuratively holding out supplicating arms to them.

Workers are showing everywhere a keener appreciation of their jobs. They evidence this, according to the replies, by a 10 to 25 per cent increase in individual efficiency, and in general a reduction in per centage of labor turnover of approximately 50 per cent. It is remarkable how many of the replies stated that the turnover percentage had been cut virtually in half in the past three months.

Many woodworking concerns, because of the slack demand for their product during this period of reaction have turned off from 10 to 33½ per cent of their workers, or else closed down entirely. This has had a most salutary effect on those workers who were kept on, and they seem to be trying to produce to a degree that will make their services more worthwhile to the employer.

Certain factories have turned off a percentage of their men in order that they might run full time. They, of course, kept the men who through the period when labor was dominant, showed the highest efficiency.

The labor situation is one of the hopeful features, from the standpoint of the employers, of the present widespread slump in business. It has seemed to have arrested the growth of labor's spirit of aggression, which was expanding with alarming rapidity three months ago. It has again revealed those who are intelligent enough to understand, that something can not be had for nothing very long at the time. They have learned that the wheel of fortune revolves and that it is best for those who happen to be on top to take their honors modestly and not try to kick the fellow who happens to be on the downward part of the wheel. Some of those who took the opportunity to gouge their employers while the time was favorable for that kind of sharp practice, are regretting it now. They are visiting the employment agencies while their more loyal fellows are still making a living.

The spirit of toleration which the operators of woodworking plants display in their replies concerning wages, is admirable. They demonstrated clearly that they want to give the men who work for them a square deal at all times and that they have no idea to use the circumstance of a surplus of labor as an occasion to try to beat wages down below what is equitable. Operator after operator declared that while he believed wages should go down in accordance with the recession in the values of commodities, the reduction should be gradual, and should follow and not precede the decline of prices. Typical of this spirit of fairness is the reply of a western furniture manufacturer. "Wages must necessarily shrink somewhat, as the cost of living," said this manufacturer, "but they must follow a practical reduction in cost of living and not anticipated. The workers' wages lagged many months behind the rising cost of living from 1914 on, and it cannot be expected that they can absorb the shortage at both ends. 2. The opinion was frequently given that wages would show no substantial reduction for the next few months, at least in the matter of skilled labor. Common laborers, as is always the case, will probably have the scale of lowered valuations passed on to them right away. The flood of immigrants now pouring into the country will keep the surplus of common labor growing, thus every day more and more "bearing" the wages of common labor.

The rank and file of the replies indicates the belief that wages as

a matter of course will go down in time, but no operator said that he was contemplating an immediate cut. They do not think that wages are going down until such time as it has been demonstrated that the cost of living has reached a substantially lower level than at present. A Buffalo manufacturer of furniture even declared that he believed wages in the furniture industry should remain where they are, because "the furniture workers in past years have been underpaid."

However, this does not mean that the woodworkers mean to continue to carry as heavy payrolls as they have been carrying. They expect to economize by reducing the number of their employees, and demanding an increased productivity from the remaining. In this way they hope to be able to absorb the lowering valuation of their products they manufacture, until such time as wages naturally adjust themselves to the new standard of values. The rule was clearly set down that the individual worker must now increase his efficiency. Illustrating this attitude is the statement of a large St. Louis manufacturer of store furniture. "We do not think of cutting wages as it is too soon," said this manufacturer, "that will have to gradually work out itself as conditions change. I should not advise any radical reduction in wages for the next three months. We prefer to induce the individual worker to increase efficiency for the next six months.

An eastern furniture manufacturer suggested that the individual worker may be induced to develop the necessary increase in efficiency by proper supervision and factory methods.

These replies also showed that the operators of wood working plants throughout the country are in the majority operating on the open shop plan and thoroughly determined to maintain that situation. They were asked, "What is your attitude toward the open shop? Are you now operating under the open shop or the closed shop plan?" Characteristic of the replies was this one: "We have always operated under an open shop and would discontinue doing business rather than operate a closed shop plant." A large manufacturer of refrigerators said: "In regard to the open shop: We think that this will have to come, if production is to be brought up to normal. It is absolutely necessary in order to secure the proper production that the management of industries will have to be left entirely in the hands of the owners." A New York state manufacturer declared that "we are certainly in favor of the open shop and believe that that condition will be strongly asserted by manufacturers in all lines throughout the country." An Ohio manufacturer of builders supplies and interior trim declared that the "open shop is best for the employee, the employer and the consumer. The closed shop permits the employee to hold up the employer and the employer passes it on to the consumer. While this might appear to be best for the employee, we do not think it is, because he gets in less work, is less efficient and tends to degenerate morally into a bolshevik. When we have to run with a closed shop we will quit the business." A New York piano manufacturer said, "We are now operating under the open shop plan and do not intend under any circumstances to go back to the closed shop, as we believe that it is the only effective way to conduct our business. "One New Jersey millwork company writes that it favors the open shop, but is operating a closed shop. "We have always run our plant on the open shop basis," answered a Buffalo lumber and box manufacturer. "We believe any other plan would be unAmerican. Some six or seven years ago we had a four months' strike because we refused to surrender the rights guaranteed us under the Constitution of the United States. But we finally won out after a great financial sacrifice."

Summing up the mass of replies it may be repeated that Labor's "strangle hold" has been broken by American industry and that from now on when labor and capital meet circumstances will give no odds to labor. Odds are now rather heavily with the employer.

"Dixie" Southpaw Wins Golf Title

The pain of "Dixie's" defeat at the Nation's polls on November 2 was somewhat assuaged by reverting to the fact that on October 28 the championship of the Lumbermen's Golf Association of Memphis passed into the keeping of Franklin Crager, a determined-looking southpaw from the Helena, Ark., Country Club. To win the championship of the second annual tournament of the Memphis association, Mr. Crager, a real dark horse, defeated 75 golfers, lumbermen from all sections of the country, on the links of the Memphis Country Club. He turned in the low gross score of 170 for 36 holes.

W. J. Foye, from Omaha, a city of the section known as "Wild and Woolly," who won the title at the first tournament, held at the Colonial Country Club, Memphis, last year, was runner-up to the new southern champion. He turned in a score of 173, being three strokes behind the Helena club swinger. Ike W. Lincoln, of Chicago, finished third, with 175. L. E. Cornelius of St. Louis, runner-up to Mr. Foye last season, was fourth with 177.

Mark H. Brown showed himself to be the premier golfer of the Memphis contenders, coming in fifth on the list, with 180. In the earlier playing Mr. Brown showed such form that it was believed he would claim the title. He negotiated the first nine holes in the morning in 41. His driving game was strong as Hercules' right arm and he was as steady on the greens as Harding on his front piazza. But, alas and alack, as the poets exclaim, he took a 48 on the home stretch before noon and had 89 when the forenoon round was over.

Mr. Crager's triumph was the result of playing a consistently good game. He took a 43 going out on the morning round and came home in 44. He made the first half of the afternoon journey out in 43 and came back in 40. This was a grand total of 170.

Foye relinquished the championship on the weakness of his morning game, for on the afternoon play he made a better score than the challenger. The morning round ended with Foye four down on Crager. Foye had a 46 and 45 for a 91. In the afternoon he made the distance out in 42, including a two on the fourth hole. He turned an inside nine in 40, but it was not sufficient to wipe out Crager's early lead.

Lincoln finished the morning journey in 87, which tied Crager for low, but Lincoln failed to improve his game in the afternoon, turning in an 88.

Carrying the burden of a 90 in the morning, Cornelius braced up and turned in an 87 in the afternoon.

The cards of the new champion and runner-up are as follows:

Franklin Crager—			
Morning—Out	465	356	455—43
In	465	455	555—44—87
Afternoon—Out	556	355	455—43
In	444	554	464—40—83—170
W. J. Foye—			
Morning—Out	556	457	554—46
In	455	456	565—45—91

Afternoon—Out	546	255	465—42
In	454	545	445—40—82—173

A biting wind blew over the links and might have interfered with the play had not a gleaming October sun favored the golfers. The course was in fair condition despite a softness from recent rains.

Fifteen trophies were fought for with all the hilarity of which convivial souls are capable. The rules of the tournament prohibited any one player winning more than one trophy, and this resulted in some players who won two events, relinquishing the low trophy to the next man in scoring. There were ties for several trophies and these were decided with a draw. The prize winners are as follows:

W. N. Coulson, a canny man, who failed to win any of the official trophies, yet managed to collect a highly interesting number of "honors" during his plod around the links. These consisted

of most everything worn, carried or accompanying his two companions in play, N. L. Saxton and M. A. Mummert, except their golf bags and caddies. By some system of betting which he devised for his especial benefit, Coulson finished with Saxton's shirt, and Mummert's socks and shoes.

Next to the champion, S. M. Nickey played the most consistent golf of the tournament, making each of the 18 holes in 121, for a score of 242.



W. J. Foye, Omaha, Neb., Runner-up and Holder of 1919 Memphis Golf Title.

The real battle of the day was between R. Petrus and J. V. Rush for the "booby" prize. Rush with a 133 finished just one up on Petrus in the morning. In the afternoon they tied with 137, Rush and Mummert's socks and shoes.

Next to the champion, S. M. Nickey played the most consistent golf of the tournament, making each of the 18 holes in 121, for a score of 242.

But J. E. Jones got over more ground than anybody on the 18 holes of the morning when he made the round in 138. He failed to do quite so well in the afternoon, turning in only 129.

The real battle of the day was between R. Petrus and J. V. Rush for the "booby" prize. Rush with a 133 finished just one up on Petrus in the morning. In the afternoon they tied with 137, Rush winning the day with a 270.

As a result of an agreement before the voting took place, only Memphians were selected to fill the offices. W. E. Hyde was elected president; Frank Smith, vice-president. J. M. Pritchard was re-elected secretary and treasurer. W. C. Bonner, F. T. Dooley, Mark H. Brown, George Jones and C. C. Dickinson were selected to compose the board of governors.

An invitation was received from the Colonial Country Club for the 1921 tournament.

One of the happiest features of the tournament was the annual dinner, served at the club in the evening, during which convivial spirits held sway.

(Scores on page 22)



Franklin Crager, Helena, Ark., Winner of Championship of Golf Tournament.



(1) Mark H. Brown, had the best score for Memphis golfers. (2) Ike Lincoln, Chicago, played a consistent game. (3) L. E. Cornelius, St. Louis, last year's runner-up. (4) Barry Norman, Louisville. (5) J. E. Kelley, Boston. (6) Charles R. Ransom, "Capt. Kidd" Doster, Memphis; R. M. Carrier, Sardis, Miss.; Ralph Jurden, Memphis. (7) W. C. Bonner, Memphis (if you don't believe it, turn the picture over). (8) By special permission of W. W. Willis, W. C. Champion, A. M. Richardson, Louisville, Cincinnati and Helena, respectively. (9) N. L. Saxton (shirtless), M. A. Mummert (soxless), W. N. Coulson (wearing said garments in addition to his own, the fortunes of the game). (10) J. V. Rush, Memphis, high score man, at left; S. M. Nickey, Memphis, the most consistent player, at right; F. B. Robertson, their coach, center.

What the Safety First Movement Is Doing for Us

By C. L. Skatvold

Edward Hines Yellow Pine Trustees, Lumberton, Miss.

Safety First is gradually doing for us the things which we expected, and to us it means better methods and a better way to conduct operations. I will not take up time with generalities, just stating some of the results and prospects from the application of the Safety Movement as we have applied it in our operations.

We had attempted to carry on a certain amount of Safety First work for a number of years, but met with indifferent success. After repeated efforts on the part of C. J. Pettibone, our general logging superintendent, to interest the general manager of our operations, which, by the way, was a more difficult task than it was to interest the workmen after the Safety First movement had been installed, it was finally decided that an organized Safety First program was necessary, both from a humane and from a business standpoint, and that this work should be compulsory. In order to carry out this idea, however, we felt that it was necessary to enlist the interest of the men themselves, so, with the help and the suggestions we received from the Department of Safety and Industrial Relations of the Southern Pine Association, the plan was perfected. You are no doubt familiar with our plan of organization, having received a copy through the Southern Pine Association. The application of this plan is rapidly and steadily establishing an organization of foremen who can appreciate new conditions, and who do their part in working out our problems. They are developing into modern "Safety First Foremen," with the five fundamental qualities necessary to leadership: self-confidence, moral power, unselfishness, fairness, initiative and courage. With an understanding of these fundamentals a foreman is sure to be a success, and it will naturally follow that our departments will become more and more efficient. There will be an increase in production, which will be brought about by an actual increase in the amount of logs produced, or by a reduction in the expense of production, or both, which is certain to follow, and a material reduction in the number and seriousness of accidents, which in our case shows a reduction in the number of accidents of 42.8 per cent, a reduction of lost time on account of accidents of 53.8 per cent. Our Safety Committees are constantly putting on "No Accident Campaigns" in an earnest endeavor to eliminate accidents entirely, either from the cause of defective machinery, unsafe places to work, insanitary conditions at work or around the home, or by the carelessness on the part of the man himself—more especially carelessness, for we find that more than 90 per cent of the injuries are the direct result of carelessness.

We are teaching our foremen and our workmen first-aid work and they have become surprisingly efficient in this, having on two occasions saved the life of a fellow workman. These first-aid lectures are held every other week, and it is the duty of every foreman, the Workmen's Committee and the Weekly Overseers to attend, the lecture or meeting lasting one hour, for which the workmen receive pay.

Workmen Make Safety Suggestions

Our foremen and workmen are being encouraged along the line of thinking out problems and to suggest means for the prevention of accidents, to prevent breakdowns and to prevent damage to property by fire. To encourage this we have what we call a "Suggestion Box" conveniently placed so that a workman who has an idea he wishes to advance or a recommendation he wishes to make, or a complaint to enter, can put it in writing and deposit it in this box, which is under lock and key and is accessible only to the superintendent, who carefully considers every suggestion or complaint; complaints that are well founded receive immediate attention, and

suggestions that have merit and are practical are put in force or in operation, as the case might be. Any workman who makes a suggestion that is put in force or operation receives a money reward. At the end of the quarter all suggestions are listed and a prize of \$25 is awarded for the best, \$15 for the second prize and \$10 for the third prize, and in order that you may know the value of this method I will say that up to July 1, 26 per cent of the suggestions made by the workmen have been considered practical and have been adopted.

Foremen do not receive any prizes for suggestions, for they are, as a matter of course, expected to make suggestions and to take a lively interest in the Safety First work, keeping up interest among their crews. We also caution every foreman to not allow himself to become jealous of any of his workmen who take a lively interest in Safety First work, but to encourage him, develop him if possible, and if the workman has a suggestion that he wishes to make, and he is troubled about, to help him perfect it, for it is to the foreman's advantage to have a crew of men who are willing to think and progress, to take care of their tools, and to avoid carelessness in every form.

Neatness around the camp, shops and railroad yards, in fact all throughout the operation, is a direct result of the Safety First Movement, for a man must have pride; without pride he would scarcely measure up to the standard as understood by the men in our organization. Nor do we forget sanitation; the men are expected to keep their places of work in an orderly and sanitary condition, and we go so far as to teach the workmen and their wives the danger of insanitary conditions around the home. To encourage them along this line, we place a garbage box at each house and have the contents removed each week, using a liberal amount of lime and black oil as a disinfectant throughout the operation.

Labor Troubles Reduced

Dispatch is another direct result of the Safety First movement, for in it we have the effect of thinking and honest effort. When one uses the work effort nowadays he should use it advisedly, but I can conscientiously say that most of our men are really putting forth effort, for our labor turnover is now at the stage when jobs are at a premium in our logging operations, and for a workman to retain his job he must be honest in the performance of his work. Men who have quit since the first of the present year, for one reason or another, perhaps some fancied wrong, are at the present time returning to us, confessing their desire to get back into the organization for the reason that one of our principles is fairness to our men; we pay them half time while they are unable to perform their regular duties on account of an injury caused either by defective machinery or by their own carelessness, and we also pay the doctor bill and for the medicine. I wish to say, however, that the first obstacle we had to overcome was the suspicion of the workmen. When this Safety First movement was first installed they were looking for money to be deducted from their pay envelopes; they could not believe that they were to get all this medical attention and half pay without cost to them, but after a few weeks had passed and no demands had been made of them, they

*The organization of the "Plant Safety Government" at the Hines' plant, the Jordan River Lumber Company, is as follows: "I. General Committee—Consisting of C. J. Pettibone, chairman, the general inspector and the manager, the auditor and the sawmill foreman of the plant. II. The General Inspector. III. Foremen's Safety Committee—Consisting of five workmen. IV. Workmen's Safety Committee—Consisting of five workmen. V. The Foreman of each department. VI. Weekly Safety Overseer—A workman to be appointed weekly in each department by the foreman."

*Presented at Tenth Annual Meeting of Southern Logging Association, New Orleans, La., Oct. 19-21.

awakened to the fact that the company might be really interested in their welfare. The cost of this Safety First movement to us is 30 per cent less than under the former system of liability insurance. We also promote our men when the opportunity affords, and this inducement has been beneficial to us in that our labor turnover is practically at a standstill, in fact, the men who engage with us come to stay, and they work more regularly; we do not keep "extras" in the camp. Our prospects of newly hired men becoming permanent are growing better.

Bonus System in Effect

Another reason for this might be that we have in operation a bonus plan by which it is possible that we may pay out to our employees at Christmas time something close to \$65,000. It depends upon the regularity with which the man works as to the amount of the bonus he will receive, that is, if he puts in 100 per cent of available time, beginning the day he starts to work until Christmas, he will receive 10 per cent of his earnings; if he puts in 95 per cent of available time he will receive 5 per cent of his earnings, and if he puts in 90 per cent of available time he will receive 3 per cent of his earnings. This applies to all workmen who receive \$5 per day or less and who begin work with us before October 1. One great trouble we have had to contend with is the "jumper," or the workman who goes from place to place; who does not stay long enough to learn the work and is constantly getting hurt, losing tools, breaking tools, and who cannot or will not properly perform the work for which he is drawing pay. We believe that with the inducements as I have set forth, and with the understanding the foreman has of what is expected of him, this class of workmen will soon be a thing of the past with us, at least in anything like a general way. The whole thing is education, and one must have patience. One of the most difficult problems we had to overcome was the tendency of the old-time foreman, who was set in his ways and could not see anything good in anything new. These, however, are few, and we find that most men are inclined to be progressive and want to advance, and will do so with a little encouragement. It is our intention and purpose to educate and train our men for their places.

Lectures on Practical Subjects

At some of our Safety First meetings we have an expert drop in to give a lecture on air as it is applied to locomotives and cars; or a lecture on lubrication or machinery—its use and upkeep; or saws—the use and care of them, etc., for we are working with the idea that no matter how unpretentious a man's work seems to be he should know it thoroughly. These Safety meetings are the life of the organization. All officialism is laid aside and coöperation stands out as predominant; there the men discuss accidents, how to avoid a repetition of them, methods of work, safety rules, "No Accidents Campaigns," and things which the Inspection Committees are ever doing or have done—for we give these safety committees, "something to do," some recognition, some responsibility, and this plan of having committees of foremen and workmen inspect the operation has proven one of the most effective means of giving the men a chance to be heard, and thus enlisting their active interest. As the problem of accidents touches the lives of our workmen so vitally, the field of accident prevention affords us the common ground necessary upon which we can meet our employees and join hands in a coöperative effort with mutual gain.

What the Committees Found Out

After our Safety First committees had made two or three inspection tours, and begun to look for ways in which their fellow workmen might be injured, they discovered for themselves what we could not make them believe by telling them; that is, what a small per cent of accidents can be prevented by safety appliances as compared to the large percentage due to the carelessness of the men on the job. These inspection tours have opened their eyes and have made converts of the "doubting Thomases," for they are told to inspect the operation as though it were their own. We want them to be really interested. These men who serve on inspection committees become the best of safety "fans," and help to foster conditions among the workmen and make them take accident

prevention seriously—accidents of every kind; personal injuries, wrecks, breakdowns, split switches, fire, etc., and endeavor to attain a high standard of efficiency. These workmen's committees also serve as a prod to the superintendent and the foremen, and prevent laxness and neglect. Our foremen are ashamed to be caught napping by their workmen. One of the main indispensable things to the success of the Safety First movement is that every foreman, like the manager of the operation, must believe in the committee idea, and he must really believe that the workmen can be trusted to make inspections and that they can render valuable service in helping to make his department safe and efficient. Then he must get back of this committee, encourage the men from week to week, and make them feel that he appreciates their efforts and suggestions.

We began this work the first of the present year with a thorough understanding among all concerned, and we are working along these lines, ever keeping this in the minds of the foremen—that to insure the success of a safety movement it requires interest and enthusiasm; these two essentials must come from the top down as well as from the bottom up. Managers, superintendent and foremen, on account of their greater knowledge of the work, the conditions surrounding their employees at work, and having the means and the authority for teaching and promoting safety are, and should be, considered in a large measure responsible for the elimination of accidents and suffering among the workmen, and for a higher standard of efficiency throughout the operation. One of the main elements influencing the success or failure of a safety organization is the foreman; he is placed in this position on account of his greater knowledge of the work, his ability to manage his force and to conduct the business of his department. If he is a successful foreman, it reasonably follows that he has influence and enjoys the confidence of his workmen. This is the deciding factor in the Safety First work; if the foreman takes a whole-hearted interest in the work he becomes enthusiastic; this interest and enthusiasm passes along through his whole force and makes better men. On the other hand, should the foreman's attitude be one of indifference, especially in the presence of his crew, and criticism of the honest efforts put forth by the company, the result will be a failure.

Chair Industry to Slump Until After January 1

No substantial volume of business is expected by the chair factories of the country for the remainder of 1920, according to the consensus of opinion voted at the seventh annual meeting of the association, held in Chicago on November 5 and 6. "Business with chair factories is flat and in most cases production is being restricted and stocks are not being accumulated in the hands of the manufacturer," said a report of the meeting made by Wm. B. Baker of Chicago, secretary.

Hours of operation are being shortened and in some cases to the point of complete shut down of plants. As a result of this undesirable labor is being eliminated and where vacancies occur positions are not being filled. But Mr. Baker calls attention to the fact that the convention developed that there is no intention on the part of the chair factories to reduce the scale of wages.

The chair manufacturers determined that the present economic crisis demands a most careful study of production costs, and hence the interval of dull business between now and January first will be employed in analyzing the costs in each grade and type of chair produced.

It was the sense of the meeting that costs of chairs at present only permit reductions at this time up to 10 per cent.

The annual election of officers resulted in the selection of Ashton P. Derby as president; Samuel Sailor, vice-president; W. P. Baker, secretary and treasurer, and the following executive committee by sections:

Executive Committee: Eastern—Ashton P. Derby, G. A. Dunn, F. L. Butler. Southern—W. S. Milne, J. H. Conrades, S. H. Tomlinson. Central—O. C. Hatch, W. H. Gunlocke, J. D. Karel. Western—S. Sailor, R. E. Edwards, C. L. Zink.

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SERVICE

LIVERPOOL HARDWOOD COMPANY, Inc.

Branch Office, Memphis, Tenn.

NEW YORK CITY

Scores in Memphis Golf Tourney

(Continued from page 18)

The Scores

F. Crager	87
W. J. Foye	91
I. W. Lincoln	87
L. E. Cornelius	90
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C. O. Pfeil	93
R. L. Jurden	94
R. Carnahan	91
W. E. Hyde	92
F. M. Baker	94
N. L. Saxton	95
M. A. Mummert	93
W. N. Coulson	96
A. M. Richardson	100
J. E. Kelley	103
J. A. Lamb	99
R. J. Hackney	96
George Nichols	100
John Bonner	98
S. A. Godman	102
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W. C. Champion	101
R. G. Hanlen	106
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L. R. Gale	110	107-217
E. L. McLallen	116	101-217
H. J. Richards	117	112-219
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D. S. Watrous	109	111-220
Ted Norton	107	114-221
A. M. Pollock	109	114-223
Lewis Dorster	109	115-224
Will Bonner	114	110-224
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R. A. Taylor	116	118-234
E. H. Defebaugh	117	118-235
E. R. Blair	124	117-239
W. J. Whyte	123	116-239
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J. F. Minga	129	116-245
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H. P. Moyer	126	120-246
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E. M. Loughridge	127	136-263
J. E. Jones	138	129-267
R. Petrus	132	137-269
J. V. Rush	133	137-270

In Japan all the wooded land is carefully guarded, practically every tree on the government forest land is listed, and not one is allowed to be cut down except with express permission of the government, and then not unless another tree is at once planted in its place.

Advantages of Trade-Marked Lumber

There are twenty-two perfectly good and separate and distinct reasons from the standpoint of the retailer why trade-marked lumber is worthwhile, according to quotations made in an article written by Wallace J. Ferry, president of the Ferry-Hanly Advertising Company, on "The Advantages to the Dealer in Handling Trade-Marked Lumber," who made an elaborate study of the question of trade-marking lumber, on behalf of the Long-Bell Lumber Company of Kansas City, Mo., one of the pioneers in branding lumber. Some time before the Long-Bell company decided to brand the name "LONG-BELL" upon its products, Mr. Ferry sent a thousand questionnaires to retail lumbermen, contractors and architects, clearing the way for a frank discussion of every possible disadvantage in trade-marking lumber. These resulted in replies 70 per cent favorable to the trade-mark from retail lumbermen and 71 per cent favorable from contractors, architects and engineers. Two years after the branding of the Long-Bell lumber had been inaugurated, Mr. Ferry sent out 1,600 additional questionnaires to retailers—as nearly as possible those handling Long-Bell lumber. These resulted in replies favorable by a large majority to trade-marking. The twenty-two advantages that accrue from trade-marked lumber were embodied in the replies to the latter batch of questionnaires. They are as follows:

1. We like to buy trade-marked lumber because we feel that the grades will be kept high.
2. We show customers the name on the end of the board and remind him that the manufacturer is proud enough of his product to put his name on it.
3. Consumers seem to be better acquainted with trade-marked lumber.
4. The satisfaction of selling a nationally known article.
5. Advertised lumber is graded a little more carefully. We don't get as many "line" boards in the shipments.
6. Stability of goods and desire of customers to purchase nationally advertised goods.
7. Its quality so far to me has been the best. That being the case, my customers are better pleased, which is perfectly natural.
8. A trade-marked article is generally more uniform in quality.
9. Any good nationally advertised article is easier to sell.
10. Enables dealer to identify grades more easily.
11. Creates demand for high class lumber.
12. All advertising stirs someone.
13. The advertising has given people, especially farmers, new and better ideas about farm buildings. They have brought in pictures and taken out trade-marked lumber to build with.
14. It at least puts our business on the plane with the automobile industry and other nationally advertised industries.
15. We believe it has helped to eliminate mail orders, as the difference in quality is readily seen by the purchaser.
16. By bringing to the observation of the public the superiority of pine lumber and its uses.
17. Trade-mark lumber advertising has aided the desire to have lumber in their homes like other people.
18. Believe it has made the trade more appreciative of high grade lumber—also more familiar.
19. Gets the public interested.
20. I have heard it remarked by customers that Long-Bell stock was fine and they felt satisfied that they could not buy any better. That is satisfaction and pleasure for us as well as our trade.
21. National lumber advertising breaks the way or opens up the thought of home owning.
22. The first advantage is the dealer's knowledge that he has in stock a better grade of material than he might otherwise have—confidence on the dealer's part.

Very few people are aware that Texas ranks sixth in lumber production, being surpassed by Washington, Louisiana, Oregon, Mississippi and Arkansas. The virgin pine forests of East Texas are in the main responsible for this showing, as 96 per cent of the lumber cut in this state is pine. The lumber cut in Texas in 1918 was 1,350,000,000 board feet.

For The Manufacturer—

Long-Bell
TRADE MARKED
Lumber

**OAK
GUM
POPLAR
ASH
ELM**

THESE woods in commercial sizes are produced by The Long-Bell Lumber Company for manufacturers for a great variety of purposes. As an assurance to users that they are obtaining the products of this company they all bear the Long-Bell trade-mark—the mark of quality.

Ask your dealer for **Long-Bell** Brand.

The Long-Bell Lumber Company

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KANSAS CITY, MO.

Manufacturer of Oak, Gum, Ash, Poplar, Elm; Oak Flooring; Southern Pine Lumber and Timbers; Creosoted Lumber and Timbers, Posts, Poles, Ties, Piling and Wood Blocks; California White Pine, Sash and Doors, Standardized Woodwork.

Trucks Haul Mules to Walnut Groves

A most original and unique method of co-operation between motor power and mule power in the logging of walnut timber has been originated by the Frank Purcell Walnut Lumber Company of Kansas City, Kan., in its operations. The scheme, together with his firm's experience with the use of motor trucks, is described in a most interesting letter from George E. Shanklin, general manager of the Frank Purcell company. Mr. Shanklin writes as follows:

We would advise that we are using two Indiana Motor Trucks, 1918 Model D, 2-ton capacity. The trucks have practically been in continuous operation since August, 1918, and under certain conditions offer a considerable saving in the transportation of logs over the old team method.

We have found it advisable to use a team in connection with the trucks to bunch the logs on dry ground so that no delay is experienced in getting the logs on the trucks and getting them away from the woods. About the only unusual feature which we have introduced into the operation of these trucks is a removable rack and frame for hauling the mules and log wagons between operation.

Due to the widely separated points, even in the same general locality, from which we secure our usual supply of walnut, it would be necessary to either ship the team by rail or lose considerable time by having it driven overland, and to avoid this we had constructed a sectional frame for one of the trucks, which will accommodate a team nicely—the tail gate when lowered to the ground forms a gang plank for the mules to be loaded. The interesting feature of this arrangement is that the mules display as much pleasure over a prospective "tour" as children over a joy ride.

Our trucks are operated under an average load of a little over 400 feet of walnut, the equivalent of about 5,000 pounds. We have found it possible to haul four such loads a distance of twelve miles in a 10-hour day.

The equipment used in connection with the trucks is in no way different from that generally used with log wagons, and the trucks are equipped with a 7-foot cross bunk to permit placing a good share of their load in the first tier of the logs, thus removing any tendency of the load to become top heavy.

Our records of consumption of fuel and oil have been so kept that it is only possible to arrive at a per thousand foot hauling cost for any given period. We are, therefore, unable to give you very definite information on this important item. We can only say that on a haul of five miles or more it is possible to reduce the cost of hauling about 25 per cent over handling the same work with teams.

One of these trucks recently went through a country bridge with a load of 500 feet of walnut logs on it, and when retrieved from the bottom of a creek after a 16-foot fall the logs were reloaded and the truck proceeded under its own power without any repairs.

Holt Tractors Will Keep New York Streets Open

New York City will fight snows this year with Holt "Caterpillar" tractors, the Department of Street Cleaning having just purchased fifty of these tractors to be used in clearing the snow from streets in the congested districts of lower Manhattan. They will be equipped with snow plows and will be expected to contribute largely to the solution of the problem of keeping the streets of the great metropolis open for traffic during and after the terrible blizzards that are characteristic of every winter.

New York has been forced to adopt the most efficient methods



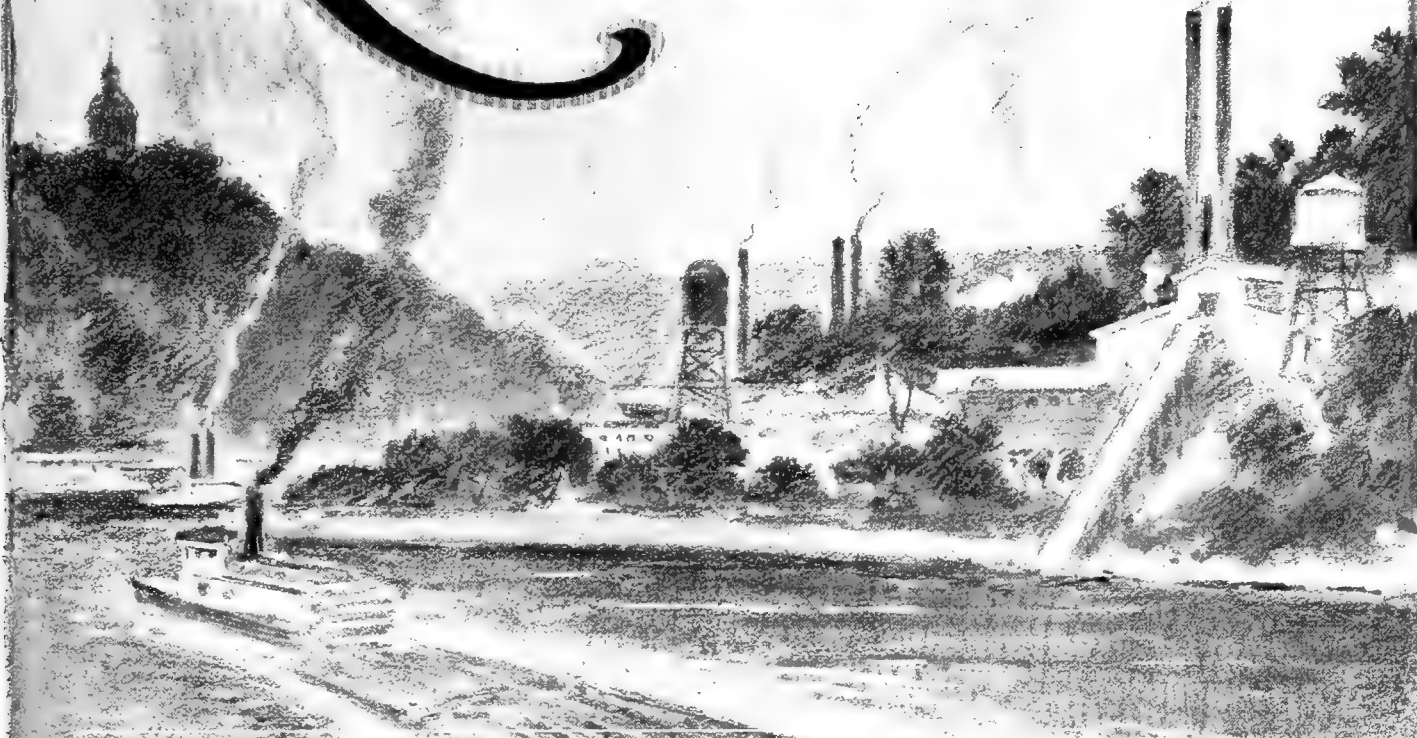
Holt Tractor Pushing Snow Plow

possible for clearing the streets of snows, after the experience of last winter when one big storm is said to have cost the city \$60,000,000 in loss of business and cost of the ineffectual attempts to keep the streets clear. It is said that \$6,000,000 was spent on the efforts to clear the streets alone, the money being practically wasted because the cleaning efforts were not effective.



Mule Team Ready for a "Joy Ride" to Frank Purcell Walnut Lumber Company Logging Operation

Knoxville



Famous for Quality and Diversified Supply of Hardwoods

KNOXVILLE, TENN., in the heart of the great Smoky mountain range, is the hub of a vast resource of comparatively untouched hardwoods, comprising oak, poplar, chestnut, ash, walnut, cedar and many other varieties. A notable point of this supply is not merely that it exists in such vast proportions, but that the texture, the color, the figure and the working qualities of all of the hardwoods from this region are rapidly gaining deserved recognition as being of as splendid character as any that has ever existed in the United States. Write to the following firms for your supply of hardwoods in this region:

- American Lumber Export Company
- Andes Lumber Company
- Andes-Niceley Lumber Company
- Blue Ridge Tie Company
- W. F. Cale Lumber Company
- Frampton-Foster Lumber Company of Tennessee
- J. M. Logan Lumber Company
- Maples Lumber Company
- J. A. Rayl, Athens, Tenn.
- Rayl Jones Lumber Company
- L. H. Shaffer & Company
- Stair-Sharp Lumber Company
- Tenn. Saw Mills Company—Kimball & Kopcke Co.
- Vestal Lumber & Manufacturing Company



6241
S & W. CHI

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

News from the National Capital

A preliminary comparative report on the cut of lumber in 1918 and 1919, compiled by the Department of Commerce in co-operation with the Forest Service, states that 12,865,825,000 feet board measure were cut in 1919, as compared with 12,828,414,000 cut in 1918, a difference of only three-tenths of one per cent. This statement was compiled from reports of 788 large mills, producing a total cut of 5,000,000 feet or more annually in either 1918 or 1919 or both.

According to the Department of Commerce, these mills produce more than one-third of the total lumber cut in the United States, and from their operation it is reckoned that the lumber cut in 1918 varied from the cut of 1918 by a relatively small quantity.

Notwithstanding the termination of hostilities and the unprecedented advance of prices which began in 1919, and which normally might have been expected to stimulate production, it is apparent that other factors, such as labor troubles, transportation difficulties, unfavorable weather and financial stresses were sufficient to restrict the output to the approximate level of the preceding year.

It is known that several hundred mills went into operation in 1919. It is believed, however, that relatively few of these are of the large producing capacity, yet their aggregate production will swell the 1919 report, as compared with 1918.

Lumber Cancellations Continue

The Federal Reserve Board's statement for the month of October finds the buying public cautious, but declares that trade is going forward safely and that money conditions show a big improvement. Referring to the lumber industry the report says:

In the lumber industry, cancellation of orders continues and there have been further price reductions. On October 1, 135 mills reporting to the Southern Pine Association stated orders to be 44,480,224 feet, shipments 63,735,329 feet, and production 62,769,563 feet. In District No. 11 (Dallas) the 28 mills belonging to the Southern Pine Association located in that district, report production about equal to that of August. Shipments increased as a result of an improvement in transportation. Unfilled orders of these mills, amounted to only 58,448,655 feet, on October 1, as compared with 75,778,485 on August 27. It should be said, however that four additional mills are represented in the larger total.

Excepting the California redwood mills, there was a heavy falling off in amount of new business taken by the mills in District No. 12 (San Francisco) during the week ending October 2. The market is reported to remain generally dull, and several mills are preparing to cease operations. For the four weeks ending September 25, 32 mills belonging to the Western Pine Manufacturers' Association report orders at the close of the period of only 33,075,000 feet, against a cut of 102,763,000 feet. Corresponding figures for the West Coast Lumbermen's Association (123 mills) are: Orders, 202,008,000 feet, and cut, 286,440,000 feet, while the California Redwood Association (10 mills) show orders amounting to 19,388,000 feet, and a cut of 26,029,000 feet.

District No. 9 (Minneapolis) states that returns from a selected list of eight lumber manufacturers show September shipments and sales about three-fourths those of August and only slightly more than one-half of those of September a year ago. Reduced building activity and lessening of demand in agricultural regions are the causes most frequently assigned to the falling off in demand.

Cedar Shingle Rates Changed

The Interstate Commerce Commission has issued an order relative to rates on cedar shingles in carloads from points in Oregon, Washington and British Columbia to Chicago, St. Louis and points in Illinois, Indiana, Iowa, Michigan, Missouri and Wisconsin.

The commission orders that the director general of railroads, as

Want to Buy Lumber For Cash

Ten to two hundred car lots. Will advance money while lumber is in pile. If immediate action desired, wire or telephone what you have to offer?

Metropolitan Lumber Co.

207 Market Street, Newark, N. J.

TELEPHONES: Market 4900 - 4901 - 4902 - 4903 - 4904 - 4905 - 4906

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

Annual Capacity
130,000,000 Feet

We manufacture our lumber for the mutual benefit of ourselves and those who purchase it from us.

We desire to see all of our customers prosperous. This is neither exclusive selfishness, nor unadulterated altruism. It arises from our belief that in the course of proper dealings between buyer and seller, neither is enriched at the expense of the other, nor is one necessarily impoverished if the other is enriched.

Our belief is that our dealings should result equally to the benefit and profit of our customers and ourselves, at the same time.

We make this thought vital in our business, by inculcating into our Sales Department, and into the mind of every salesman, a thorough comprehension of our policy, founded on the Principle of Service. We say to them:

Co-operation, not competition, finds its place in this policy. Do not deal with our patrons in the spirit of competition, for this leads you to seek to get the most for the least. Serve them in a spirit of co-operation, by seeking to ascertain their needs, and then endeavor to render the most perfect, satisfying service possible in filling the need.

We believe that in final analysis we prosper, only as those we serve prosper.

Our interest and that of our patrons are so similar and so intimately united and inter-related that nothing can be ultimately helpful to us which is not also beneficial to them.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

agent, is authorized to adjust charges on cedar shingles to the points mentioned above, on a basis of 65 cents per 100 pounds, on shipments moving from January 15, 1916, to June 24, 1918, inclusive, and on a basis of 70 cents per 100 pounds on shipments moving from June 5, 1918, to May 14, 1919, inclusive "as to shipments which are not barred on the date hereof after eliminating the period of Federal control in computing the period of limitation."

The commission also suspended until February 22, 1921, the operation of schedules increasing the rates on lumber from Missouri River crossings to Western points proposed by the Chicago, Burlington and Quincy Railway Company, the Chicago, Rock Island and Pacific Railroad Company and the Chicago, Milwaukee and St. Paul Railroad Company.

Long and Short Haul Order Amended

In compliance with the application of carriers in Southern and Western classification territories, the Interstate Commerce Commission amended its order of March 1, last, concerning the enforcement of long and short haul provisions of the Act to Regulate Commerce.

The carriers were authorized to continue until March 1, 1921, all rates and charges on freight traffic increased, as approved in ex parte 74, which yield greater compensation in the aggregate for a shorter than a longer distance, or greater compensation as through rates than the aggregate of the intermediate rates.

The same authority was granted to the carriers of passenger traffic until March 1, 1921, local fares and charges until June 1, 1921, and joint and interline fares and charges until October 1, 1921.

Lumberman Ordered to Jail

Announcement was made this week by the Bureau of Internal Revenue that sentences have been imposed in the cases of Lou

Frank and the Southern Lumber and Manufacturing Company, of Nashville, Tennessee, recently convicted in the United States District Court for the Middle District of Tennessee, on a charge of wilfully attempting to evade income taxes due the government under the Revenue Act of 1918. Frank was sentenced to six months in jail and to pay a fine of \$5,000. The Southern Lumber and Manufacturing Company, of which he was secretary-treasurer and general manager, was sentenced to pay a fine of \$5,000.

It was alleged that Frank executed and filed false and fraudulent income tax returns for the year 1918 for himself and for the corporation of which he was an officer, and that the income of the corporation was understated more than \$50,000. It was alleged also that Frank understated his personal income tax for the year 1918 by approximately \$6,000. As a result of the investigation by revenue officers, large amounts of additional taxes found to be due were assessed together with penalties.

Hardwood Price Stabilization

In the October 10 issue HARDWOOD RECORD in its General Market Conditions report urged that the retailers see the necessity for accepting orders at a lower price, even though they sacrifice a few hundred dollars of profit on material secured when high prices prevailed. In this way the public will be impressed with the fact that building lumber has really decreased in cost, reflecting the willingness of the retailer as well as the manufacturers to assist in bringing conditions to a more stabilized basis and thus suggesting to the public mind the desirability of purchasing now.

This editorial prompted the following correspondence from Wm. B. Baker, secretary of the National Association of Chair Manufacturers, Chicago:

I believe you have very ably expressed the effects of price reduction. The sooner the lumber values can be stabilized, the quicker will furniture and other lines of wood fabrication be encouraged to place orders and bring the producing energies of lumber interests up to normal capacity.

The same conditions are reflected in the manufacturing of furniture, and I do not look for much price reduction for furniture as long as dealers are not placing orders with the factories. But when the latter can operate on a basis of normal output costs will doubtless show the opportunity for some reduction in selling values.

To this HARDWOOD RECORD replied:

It has for the past couple of years been our impression that hardwood lumber values were maintained in an unstabilized condition very largely because of the difficulty of getting the buyers' and sellers' minds together. The history of the period when the great advances were recorded would probably indicate that in many cases lumbermen did not show just the right spirit and now that prices are going in the opposite direction we have heard of a similar tendency among the consuming factories, namely, that buyers at large are deliberately and intentionally staying out of the market in order to even up the score. This tendency on both sides is deplorable and really a detriment to both the industry producing and the industry consuming hardwood lumber.

We sincerely believe that the end of the present period of quiet business will see a relatively insufficient amount of hardwood lumber, and that if all buyers stay completely out of the market today, coming back into the purchasing field simultaneously, the result will add another sweep upwards to the see-saw price situation.

We have an earnest conviction, which is not in any sense based on a desire to play the lumberman's hand, that consumers would be benefited and price stabilizing definitely helped, were the consuming element to adopt a less severe policy regarding hardwood lumber buying.

The present policy of refusing to purchase even that which in many cases is necessary may have the effect of still further lowering prices, but it is bound eventually to react in the opposite direction.

Even today many items of hardwood are selling below production cost, and there is a widespread movement to shut down mills because of this fact. The only way to reduce cost is for them to close down and start in all over again on a reduced log cost and wage basis, and continuing present prices will undoubtedly shut off fully fifty per cent of southern production in the very near future. This being the case then, the output necessarily will be curtailed, thus adding to the apparent slight shortage, at the time when business begins to look up.

On the other hand, a fair amount of purchasing will encourage a gradual stabilizing of values and cause a continuance of operations due to ability to turn over the stock. This then might check the present decline, which has reached a point beyond which it would not be safe for the lumberman to go, but on the other hand would tend to check any extraordinary tendency upwards following the present slump.

HARDWOOD RECORD greatly appreciates your frank comments on this theory, which with us has become an honest conviction. Would also appreciate from you any information that you can give regarding the actual conditions of the chair industry; as to business they are doing; cancellations; price tendency; activities in the factories and stocks of raw material and finished articles on hand.—EDITOR.

Mr. Baker writes in a letter of later date:

I am exceedingly interested in the comments made by you and endorse the policies which you advocate. Conditions in the chair industry reflecting those which prevails throughout the entire furniture fraternity are similar to those which exist with lumber interests. No new business is appearing and factories are rapidly exhausting their unfilled orders. Certain southern producers of furniture are making reductions on their staple patterns, but as the buying public is not absorbing any of such goods, I question whether any advantage will accrue to those southern manufacturers in their obvious effort to stimulate buying. Certainly their margin of profit does not permit of any such reductions as they contemplate in their reduced selling values.

Cancellations have about ceased to be a menace, largely because there are no orders to be cancelled. The theory prevails with the majority of the furniture manufacturers that until their distributors, the retailers, have liquidated stocks on hand considerably no orders will be placed with the manufacturers and values are being held intact on all lines which are normally in demand by the public.

The universal practice prevails of curtailing production so as to avoid the accumulation of any stocks of finished goods, such curtailment taking place through the elimination of unsatisfactory labor and the shortening of working hours.

The situation presents characteristics very similar to those of the early months of 1919, and I anticipate that in the course of about ninety days we will see increased buying energies and a consequent resumption of operations by furniture factories, until gradually a normal basis of output is reached.

[Signed] WM. B. BAKER.

Takes Exception to Editorial October 10

Detroit, Mich., October 14.—Editor HARDWOOD RECORD: I have read with interest your "General Market Conditions" report on page 13 of the issue of HARDWOOD RECORD of October 10. In the third paragraph you state that the retailer is now "clogging the wheels of business." You further state in the fourth paragraph the following:

The retailer who can today buy building lumber at from thirty to sixty per cent off recent market price, and who may possibly have a slight accumulation of high-grade stock, is frantically trying to clean up his old stock at the high price, thereby not only continuing the period of inactive

DRY FACTS

"Things equal to the same thing are equal to each other."

Simple Control
and Regulation

A Thorough
Circulation

An Even Low
Temperature

A Uniform
Moisture
Distribution

*A Good
Dry Kiln*

THE NEW

Sturtevant

High Humidity

DRY KILN

*is A Good
Dry Kiln*

We build our kilns to meet your specific requirements for fast, safe, and sure drying of

Lumber

Last Blocks

Cooperage

Veneers

Panels

B. F. STURTEVANT CO.

HYDE PARK, BOSTON, MASS.

Western Headquarters, CHICAGO ILL.

MAHOGANY

THE
FREIBERG
MAHOGANY CO.

Offices and Warehouse
CINCINNATI, OHIO

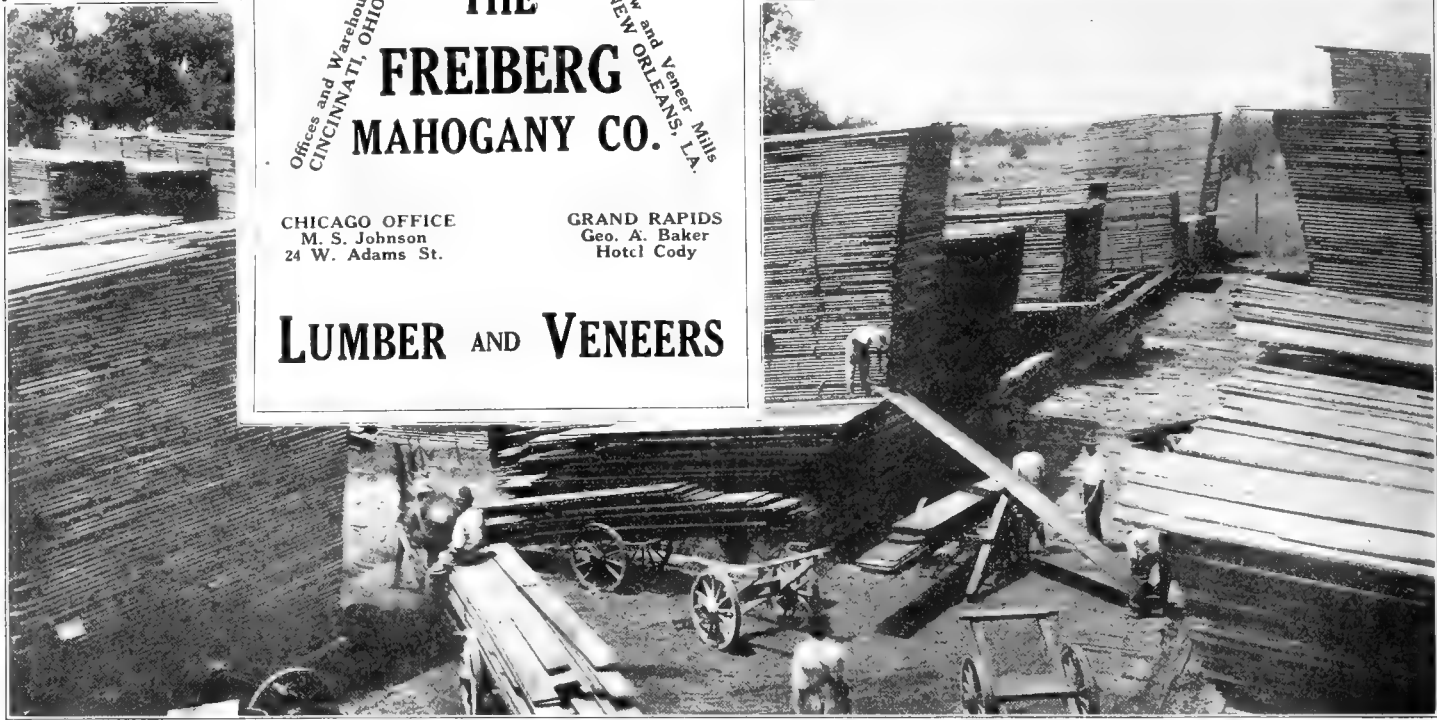
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



buying, but stimulating the public's belief that the lumbermen are a group of highblinders.

This may be true in certain sections of the country, but not of Detroit. We have reduced our prices materially, and are selling a great deal of lumber for less than the cost to us several months ago. If you had kept in touch with the Detroit situation you would have observed in the papers of two weeks ago large reductions in price.

I feel that such an editorial has a very bad influence on the consuming public. You have made a general statement, which, so far as this locality is concerned, is untrue.

W. A. C. MILLER COMPANY.

HARDWOOD RECORD welcomes the above comments, and it is a pleasure to see evidence that lumbermen are alive to the requirements of the conditions, and this undoubtedly reflects, at least, the beginning of a movement in the right direction.

With the Trade

White Is Now Breece Sales Manager

Carl L. White is now at the headquarters of the Breece Manufacturing Company at Portsmouth, O., having been in the headquarters as sales manager since about the middle of August. Mr. White joined the Breece company January 1, but spent the spring and nearly all the summer at the mill at Arkansas City, Ark., which was formerly operated by the Arko Lumber Company, which was conducted by P. E. Selby and the Breece company. Mr. Selby was general manager and handled the sales from Portsmouth, but recently the Breece company bought out Mr. Selby and called Mr. White to Portsmouth to handle the sales.

Pioneer Chicago Lumberman Dies

A pioneer lumberman of Chicago and the north country, Charles A. Marsh, died at his residence, on Blackstone avenue, Chicago, Sunday morning, October 31, aged 63. Mr. Marsh had the distinction of having brought the first yellow pine and fir timber to Chicago and he had long been prominent in the trade. He devoted all of his career, subsequent to his graduation from Denison University, Granville, O., in 1878, to the lumber industry. Granville, O., was the city of his birth. Mr. Marsh had been since 1911 president of the Marsh & Truman Lumber Company and previously had been connected successively with Marsh Brothers & Ransom and the Marsh & Bingham Company. He was a leader in Baptist church affairs in his community, being a member of the Hyde Park Baptist church,

president of the board of trustees of the Chicago Baptist Theological Union, the corporation which was largely responsible for the establishment of the divinity school of the University of Chicago. He had traveled widely and was a member of the Union League, Quadrangle Club and of the South Shore and Flossmoor Country Clubs. He is survived by a wife and two children, A. Fletcher Marsh of Evanston and Mrs. Samuel McClintock of New York. The funeral was held in Chicago on November 2.

Clubs and Associations

Lumbermen's Most Serious Problems

The banker's opinion as to the most serious problems that confront the lumber industry and the future outlook has been secured by Baker, Fentress & Company, bankers for lumbermen of Chicago, as the result of having addressed questions covering these two matters to 2,854 banks located in the timber states in western territory. The bankers characterized the problems as "inadequate transportation," "cancellation of orders," need of extension of credit at a time of "increased demand from every other line of business and industry," inability of many lumber manufacturers to withstand a declining market without calling on the banks for extra assistance, tendency of the smaller operator to throw all his stock on the market when prices have started a decline. As to the future, the following replies were made: "(A) The effect of the high railroad rates on orders placed in lumber manufacturing territory is problematical; (b) a temporary break in retail and wholesale prices in lumber ready for delivery is to be expected. Future prices will be regulated by the future cost of labor, production, etc."

Club Hears Anti-Red Speech

Dr. John Royal Harris of the National Reform Association, with headquarters at Nashville, Tenn., delivered a striking address on the "Menace of Bolshevism in the United States" before the regular semi-monthly meeting of the Lumbermen's Club of Memphis at the Hotel Gayoso Saturday, October 30. He likewise paid his respects to the I. W. W. element in this country and insisted that the menace of Bolshevism is a very real one.

Dr. E. E. George of the local staff of the Y. M. C. A. complimented the club very highly on the active support its members had given to every public and patriotic cause presented to them during the past few years. He said that Memphis was particularly fortunate to have such a live,

When Lumber Is Ready to Be Taken from the Kiln

The two things which a dry kiln operator must be able to prove at the end of a kiln run are that his lumber is as dry as is required and that it is free from invisible seasoning stresses which would cause warping when the wood is resawed and shaped into furniture or other products. Neither of these points can be proved by examination of the outside of the lumber. They are easily determined, however, by the following tests which have been devised by the U. S. Forest Products Laboratory, Madison, Wisconsin:

Before the lumber is removed from the kiln, choose a fairly representative board from each truck load of stock. Cut four 1-inch cross-sections (A, B, C, D) from the board at least 2 feet from the end.

Use section A to find the average moisture content of the dried stock. To do this, weigh the section immediately after cutting, on a balance accurate to 1/10 of 1 per cent, and then dry it on a steam pipe or in an oven at 212° F. until it reaches constant weight. The weight lost during this drying is the weight of the moisture which was in the section. Divide the weight of the moisture by the weight of the oven-dry section and multiply by 100. This will give the percentage of moisture in the section and also in the stock in that part of the kiln from which the sample was taken.

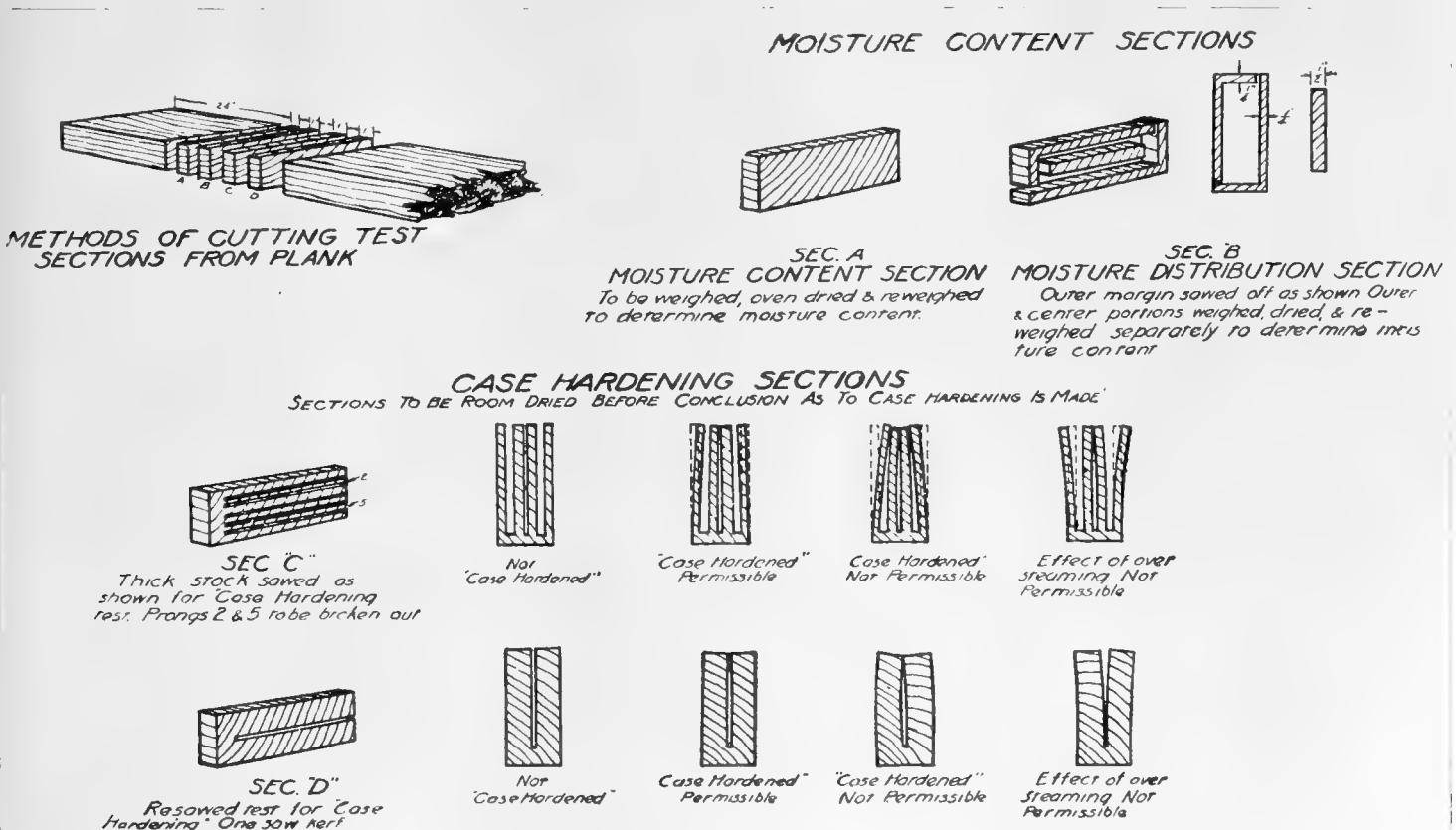
For furniture manufacture and other high grade uses, the moisture content of any board in the kiln should not vary by more than 2 or 3 per cent from the final moisture content specified.

Use section B to find out whether the stock is uniformly dry from center to outside. In order to do this the section must be cut apart and the moisture content of the inside and outside found separately. If the stock is 1½ inches or more in thickness, cut the section parallel to its edges to get an outer shell of material ¼ inch thick. Trim the remaining block equally on all four sides to leave a core ½ inch thick. If the stock is less than 1½ inches thick, cut section B so as to get an outer shell and inner core each 1/5 the total thickness of the section. Find the moisture content of each piece by the method used for finding the moisture content of section A.

The moisture content of the inside and outside of the stock should be equalized, by steaming if necessary, to within 2 per cent before the lumber leaves the kiln.

The third and fourth sections, C and D, are for case-hardening and moisture distribution tests. Saw section C parallel to the wide faces of the original board to form tongues or prongs, leaving about ½ inch of solid wood at one end of the section. If the stock is less than 2 inches

(Continued on page 42)



TEST SECTIONS FOR MOISTURE CONTENT & CASE HARDENING

Pickrel Veneer Co.

INCORPORATED

NEW ALBANY, INDIANA

Manufacturers of

Walnut Veneers

and other fancy Cabinet Woods



Pile of High Grade Walnut Veneer Logs

Our Specialties

Sliced, Half Round, Rotary Cut and Butt

WALNUT VENEERS

AMERICAN WALNUT LUMBER

Q
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S
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R
V
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C
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More evidence of our untiring efforts to procure the very best raw material for our product.

All Grades and Thicknesses

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Lipton's Challenger Has Plywood Deck

The almost unlimited range of uses to which veneer and plywoods may be put with the use of waterproof glues is suggested in a highly interesting way by the fact that Sir Thomas Lipton's challenger, the yacht Shamrock IV, had a plywood deck. Lawrence Ottinger of the United States Plywood Company, New York City, who went on board the yacht, for the express purpose of ascertaining to what extent plywood had been used in its construction, tells an interesting story of his discoveries. He said:

"I took advantage of Sir Thomas Lipton's courtesy to the public, and examined the Shamrock IV as she lay at anchor off Ninety-sixth St., in the Hudson river.

"The deck of the boat is made of five-ply, $\frac{3}{8}$ -in. plywood, laid up with casein glue, the grain running across the deck. The supporting braces are also of plywood, seven-ply and 1-in. thick. It was difficult to determine the kind of veneer used, as the deck is heavily painted, but from the end grain it appears to be ash faces, with a softwood core of the white pine species. All of the bulkheads below are of three-ply, and the mast is made of numerous pieces glued with casein glue, the radial faces showing on the surface. The hull is of solid construction, the wood being mahogany.

"The use of waterproof plywood in the construction of the yacht originated with Sir Thomas himself. For many years the tea chests used by his firm have been made of the Russian blood-albumin plywood, and the strength and lightness of this material indicated it as ideal for yacht construction.

"While Sir Thomas has again been unsuccessful in his attempt to lift the cup, his boat crossed the ocean and performed creditably; it is, in fact, a more seaworthy craft than the Resolute. The commander of Shamrock IV believes that their next yacht will have a plywood hull as well, because the deck has not developed weakness of any kind, even though subjected to great stress and strain when the sails were pulling."

Plywood could hardly be subjected to a more exacting test than that to which it was put on the British speed yacht. Imagine the pulling power of the great mast of

the vessel, when the tremendous spread of sail was set and the craft was endeavoring to outdistance the American competitor. The plywood deck stood this strain, with the development of no defects.

The plywood deck and braces in this craft had already been put to the severe test not only of strain, but oftime, as the Shamrock crossed the Atlantic under its own canvas in 1914 and lay in dry dock throughout the years of the war, waiting for peace and the opportunity to race.

Making the Most of Gum

A man who has long been a producer of staves and some items in dimension lumber along with his cooperage stock, asked the writer recently for some advice as to the probable advantages of rotary veneer making for the utilization of some gum timber he had in his stumpage holdings.

The discussion of the matter raised in the writer's mind the whole question of where and how to make the best use of our gum timber. It is a peculiar fact that while in the past gum was kicked around and made unwelcome everywhere there is now awakening a realization that our gum supply is being reduced rapidly and the time has come to study it earnestly that we may make it serve our uses and at the same time realize the full measure of profits and benefits from what timber is cut and used.

Gum has long been the most conspicuous wood in the veneer industry and now we are facing the question of whether it should be used extensively in any other form except that of veneer. Gum makes good lumber and commands good prices now as lumber, but it is doubtful if gum in the form of sawed lumber has ever brought the returns or served the good purposes it can be made to serve by converting it into veneer.

Broadly speaking, there is less waste loss in converting gum trees into veneer. It is a wood which cuts nicely on a veneer machine and can be made to serve a multitude of uses in the form of veneer from plain plywood to fancy figured face wood.

To make the most out of gum of course that which has distinctive color and attractive figure should be sorted out from a plain stock and handled as a face wood so as to realize more from the tree both in beauty and in money returns. Some of it can be handled in the form of rotary veneer, while some should be quartered and sliced or sawed to get more of the beauty element than is practical in rotary cutting. These are details, the main idea is that we should sort out and realize on the figured part of the gum and not let so much of the good color and figure go into plain work as has in the past.

The broader question of whether gum timber should all be cut into veneer or worked into other products is one which will gradually solve itself, and in the solving it will be likely to show a decided trend toward veneer cutting as a means of making the most out of gum.

IMMEDIATE SHIPMENT

Rotary Cut Gum Veneers

cut to your thickness specifications any width and length or log run.

3-Ply Gum Panels

1-8 inch to 7-16 inch varying by 1-16ths, 6 inches to 48 inches wide by 18 inches to 72 inches long.

3-Ply Birch Panels

200,000 square feet 5-16 inch. Good one side, finished one side. 6 inches to 44 inches wide by 18 inches to 72 inches long.

Attractive Prices

Send Your Specifications to

Flora American Plywood Co., Ltd.

SALES AND EXECUTIVE OFFICE
165 BROADWAY, NEW YORK CITY

QUICK REPAIR

Is a material very desirable for use by woodworking manufacturers of all kinds and is used for repairing splits, checks and other defects in both surface and core stock.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

Quick Repair has been used by some of our customers for a number of years.

Small sample tube mailed free on request

MANUFACTURED AND SOLD EXCLUSIVELY BY MAKERS OF

PERKINS

183

Trade Mark
Reg. U. S. Pat. Off.

PERKINS GLUE COMPANY

Factory & General Offices:
LANSDALE, PA.

Sales Office:
SOUTH BEND, IND.

"Coast" Veneer and Plywood Men to Organize

Definite steps have been taken by the veneer and plywood manufacturers of the Pacific coast region to organize an association, as the result of a meeting held at the Hotel Tacoma, Tacoma, Wash., Oct. 22, at which Thomas D. Perry, president of the National Plywood Association and manager of the Grand Rapids Veneer Works of Grand Rapids, Mich., delivered a lecture on the plywood industry of the Middle West. The Western manufacturers at this meeting appointed a committee headed by J. B. Knapp of the Forest Products Company, Inc., of Portland, Ore., to develop plans for organization. The members of the committee besides the chairman are: S. A. Sizer, Raymond Veneer Company, Raymond, Wash.; C. W. Schu, Columbia Box & Veneer Company, Puyallup, Wash.; Thomas Autzen, Portland Manufacturing Company, Portland, Ore.

It is anticipated that a general meeting of Pacific coast veneer and plywood manufacturers will be held in Portland about the middle of November to consider the report of the organization committee, and if favorable, to effect a permanent organization.

Paper from Veneer Waste

In the wood waste from veneer factories the U. S. Forest Products Laboratory sees considerable raw material suitable for the manufacture of high grades of paper. The cores of many kinds of veneer logs, now used in a

large part for fuel, would make excellent pulpwood. In addition, a large part of the clippings and small veneer waste, which amount to one-fifth of the total veneer cut, probably could be turned into pulp stock with profit.

Among the veneer woods whose waste has paper-making possibilities are red gum, yellow poplar, cottonwood, birch, tupelo, basswood, and beech. Many veneer factories cutting these species are already within shipping distance of pulp mills. In certain other cases, veneer factories are so grouped that they might furnish pulpwood enough to warrant the erection of a centrally-located mill. Other economic factors being favorable, such a mill could profitably operate on a daily supply of veneer waste equivalent to fifty cords of ordinary pulpwood. Of course, the construction of a mill should be undertaken only upon the advice of a competent mill engineer after a careful survey of local conditions.

Veneer Company to Spend \$500,000

Five hundred thousand dollars will be invested by the Diamond Veneer & Lumber Company of Shelbyville, Ind., in the construction of two additional plants. The present plant represents an investment of \$125,000. Announcement of the company's plans was made at a meeting of the city council, in which the city was asked to extend the water mains to the plant, which is constructed on the edge of the city and was only recently completed.



THERMOSTATICALLY CONTROLLED STEAMING VATS

THERMOSTATICALLY controlled steaming vats correctly prepare veneer logs and flitches for cutting. While not *all-important* in themselves they reflect thorough care and knowledge throughout the manufacturing processes.

This one point is typical of every unit in our extensive hardwood lumbering and veneer operations. The entire equipment behind our band mills; the facilities accessory to our veneer operations are all carefully planned to attain the best results.

Our timber represents the critical selection of a trained timber department, including twenty experienced timber buyers. The lumber is cut in four modern mills equipped with five band saws. The veneer logs and flitches are converted at three plants operating an unusually large battery of saws, slicers and rotaries.

The product we offer consists of the best obtainable white oak, walnut, poplar, ash and other hardwood lumber, sawed quartered white oak veneers, sliced and rotary cut walnut veneers and rotary cut yellow poplar crossbanding.

Each product is made in an especially designed plant. The extent of our organization gives satisfactory guarantee of service to buyers.

WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY



THE

WILLIAMSON

announces the opening of a

BRANCH OFFICE IN CHICAGO

FOR many years this Company has conducted its operations in Chicago and vicinity thru a firm of jobbers and has enjoyed a substantial business in that way. The Company now finds, however, that, by establishing a direct branch show room and sales office in Chicago, they can serve not only their old trade as well as or better than here-to-fore but many additional customers, giving to all the kind of service which, with the quality of its products - has built the reputation of this firm.

SAMPLES of a full line of our veneers are now in Chicago and a cordial invitation is hereby extended to the trade to communicate with our representative — Mr. R. J. Cavanaugh.

CHICAGO

Suite 713-719, 28 E. Jackson Blvd.

VENEER CO. INC.

MANUFACTURERS and MERCHANTS

MILLS

BALTIMORE. MD.

WALNUT BUTTS

MAHOGANY

OAK, POPLAR

LONG WALNUT

and other fancy wood veneers.

BRANCH OFFICES & SHOW-ROOMS

NEW YORK CITY

FORTY-FIRST ST. & SIXTH AVE

CHICAGO 28 E. JACKSON BLVD.

JAMESTOWN-N.Y. HIGHPOINT.N.C.

CHOICE ASSORTMENT OF TENSAS DELTA HARDWOODS

BLACK GUM
1/4" No. 1 Common & Better .. 17,500'

ELM
1/4" Log Run 31,000'

PLAIN RED GUM
1/4" FAS 15,000'
1/4" No. 1 Common 100,000'
1/4" No. 2 Common 150,000'

6/4" No. 1 Common & Better... 10,850'
PLAIN RED OAK

1/4" FAS 50,000'
1/4" No. 1 Common 500,000'
1/4" No. 2 Common 150,000'

4/4" No. 3 Common 100,000'
4/4" Sound Wormy 19,000'
PLAIN SAP GUM
1/4" No. 1 Common 200,000'

1/4" No. 2 Common 50,000'

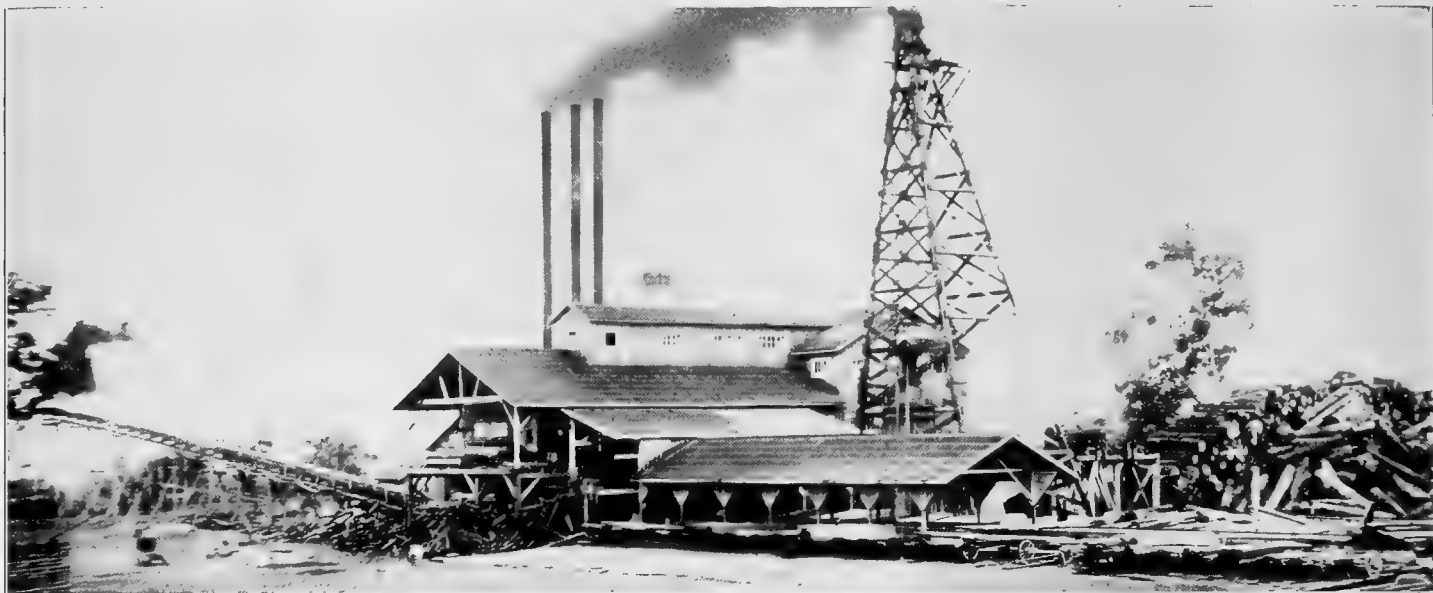
1/4" No. 3 Common 50,000'
6/4" No. 2 Common 37,000'
6/4" No. 3 Common 20,000'

PLAIN WHITE OAK
1/4" No. 1 Common 100,000'
1/4" No. 2 Common 100,000'
QUARTERED RED GUM
1/4" FAS 20,000'

1/4" No. 1 Common 45,000'

6/4" No. 1 Common 26,800'
QUARTERED RED OAK
1/4" No. 1 Common & Better... 50,000'

QUARTERED SAP GUM
1/4" No. 1 Common & Better... 50,000'
QUARTERED WHITE OAK
1/4" No. 1 Common 19,700'



The Mill That Produces 20,000,000 Feet Annually "Clayton Quality" Southern Hardwoods from the Tensas Delta

Band Mill
CLAYTON, LA.

UTLEY-HOLLOWAY COMPANY

Gen'l Offices, Conway Bldg.
CHICAGO, ILL.

Furniture Making in Brazil

The American consul at Rio de Janeiro reports that before the European war furniture and other manufactures of wood were imported into Brazil to the value of more than a million dollars annually but now Brazilian and Italian workmen in that country are able with Brazilian woods to imitate imported furniture so perfectly that the resulting article is often more beautiful than the model.

While the Amazon district and the extreme north are famous for their dyewoods and Parana is the home of Brazil's soft wood, Rio de Janeiro and Sao Paulo are the great woodworking centers. Furniture making in Brazil has now reached the stage where its product can compete with the most particular of world markets. In some of the factories the lumber used is all kiln-dried before working. The workshops are equipped with modern machinery, including American machines for veneering purposes. The artisans work on the hardest and most beautiful of Brazilian woods; they do hand carving and inlaid work with a wonderful degree of excellence. Handsome inlaid trays and table tops may be had at a moderate price containing twenty or more varieties of wood. "Imbuya" is the finest wood for furniture making. It comes in a large variety of colors and grains, is hard but easily worked and after kiln-drying, is almost indestructible.

A number of proprietors and foremen in furniture factories have learned their trade in the Lyceo de Arts e Officios, at Sao Paulo, a school that teaches industrial arts

and manufactures various articles. The students work in the shops for three or more years, then leave to become foremen in other factories or do special order work on their own account.

There are more than three hundred varieties of woods in the Sao Paulo region alone and as a whole Brazilian forests not only abound in the finest of woods, but are of enormous extent. Except for a few plateaus, the forests of Brazil stretch from the Atlantic to the heights of the Andes. Transportation facilities are developing slowly and the labor supply is a constant problem in every Brazilian industry but with its enormous resources Brazil should become one of the world's principal sources of lumber.

The Evansville Top and Panel factory is situated at W. Florida Street and the I. C. tracks, Evansville. It is of brick construction. The plant has been in operation about two months and employs 125 men.

O. E. Ellis, treasurer of the concern, is manager. F. W. Bockstege is president, and W. G. Schnute, secretary.

The company makes tops for dining and library tables, buffets, china closets, chiffoniers, case goods and dressers. It also makes parts for the phonograph industry. Panels and corner edges for the same class of furniture are turned out by the plant.

The plant has 50,000 feet of floor space, and operates entirely on a ground floor, where various saws and apparatus are attached.



Logging Our Own Timber In Indiana

AFTER fifty years' operation by one family, on the same spot, our mills are still cutting strictly northern grown oak, walnut and other prominent northern species. Long acquaintance and a clean record make accessible the best log and timber offerings of Northern Indiana, Ohio and Southern Michigan. Our log fleet of eight big trucks and tractors prove the extent of timber available.

The tradition of careful manufacture on the best of machinery has been handed down from generation to generation. Consistent integrity in marketing has for so long been the rule of the house that it has become a habit.

Reg. U. S.



Pat. Off.

EST. 1867
INC. 1904

YOUR ORDERS ENTRUSTED WITH US
WILL BE ALWAYS FAITHFULLY HANDLED

Hoffman Bros. Company
Fort Wayne, Indiana



"The Cabinet Wood Superlative"

Bureau Drawers That Slide

(and slide easily) after 200 years of service

Try the drawers of an old piece of walnut furniture—no matter how old, nor of what grade of workmanship. They slide easily—if they are walnut. That is because walnut doesn't shrink nor swell with the variations of temperature and humidity, and doesn't warp nor twist nor misbehave in any way—never a bit.

The supreme beauty of walnut, in addition to the above qualities (and plus its "workability" and its "carvability"), accounts for the world-old supremacy of walnut as a cabinet-wood—and its price permits its use in *every grade* of furniture that the careful buyer is likely to ever consider.

It will help you in your furniture buying to *know all about* American Walnut. (The furniture man will respect your discrimination and you may be sure he will honestly give you what you want. He knows the facts—and is glad that you do.)

Don't fail to **WRITE NOW** for the WALNUT BOOK—edition de luxe, which will come by return mail with our compliments—and our confidence in your appreciation of it.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

Room 1024 616 South Michigan Boulevard, Chicago

ALL BRANCHES OF THE FURNITURE TRADE

are feeling strongly the Effects of the series of tributes to our American Walnut which are running continuously in most of the Best Publications in America. Above is an example.

THERE ARE STILL A FEW FURNITURE HOUSES IN THE COUNTRY

who are giving their better-posted competitors a great advantage over them with the Best Trade. WHY? Simply because they "heard somebody say" that American Walnut was getting scarce. *Let them ask us for THE FACTS!* (See address above.)



Walnut Leads in Voting on Typical Tree

The walnut is in the lead in the nation wide vote being taken by the American Forestry Association, of Washington, to determine the tree most typical of America and all that America stands for. Clubs and schools have taken up the idea and are reporting to the association.

The elm is a close second in the votes being cast and the association, which will send any one a free tree planting bulletin, announces that a vote by clubs is to be taken at many winter meetings. The association is sending out bulletins on the characteristics of the trees being voted for.

American walnut (or black walnut, as it is often called) ranges from Massachusetts and South Ontario west through the southern half of the Lake States to Middle Nebraska, to Central Texas and Northern Florida.

The walnut is being fast depleted. The family name for walnut is derived from "Jovis Glans," or nut of Jupiter. In ancient times, walnut was called "Regia," or royal, and "Juglans Regia" is the name of the European walnut. This species is spread over Europe and has been planted in California. The white "English walnuts" of commerce are of this species, as is also the cabinet wood known as "Circassian walnut." The Circassian walnut wood of commerce comes from near the Black Sea, where the trees grow under very unfavorable conditions, their struggle for life producing the weird, twisted, streaked wood which was once so popular as a cabinet wood.

(Continued from page 31)

thick, make 2 saw cuts; if it is more than 2 inches thick, make 5 saw cuts. From sections having 6 prongs break out the second prong from each side, leaving two outer and two central prongs. From sections having only 3 prongs remove the center prong. In section D saw one central saw kerf to form two prongs. Stand the sections on end in some convenient place in the shop to dry.

Observe carefully the action of the prongs from the moment of sawing. Do they bow in or out or remain straight on the saw? Do they change shape after room drying?

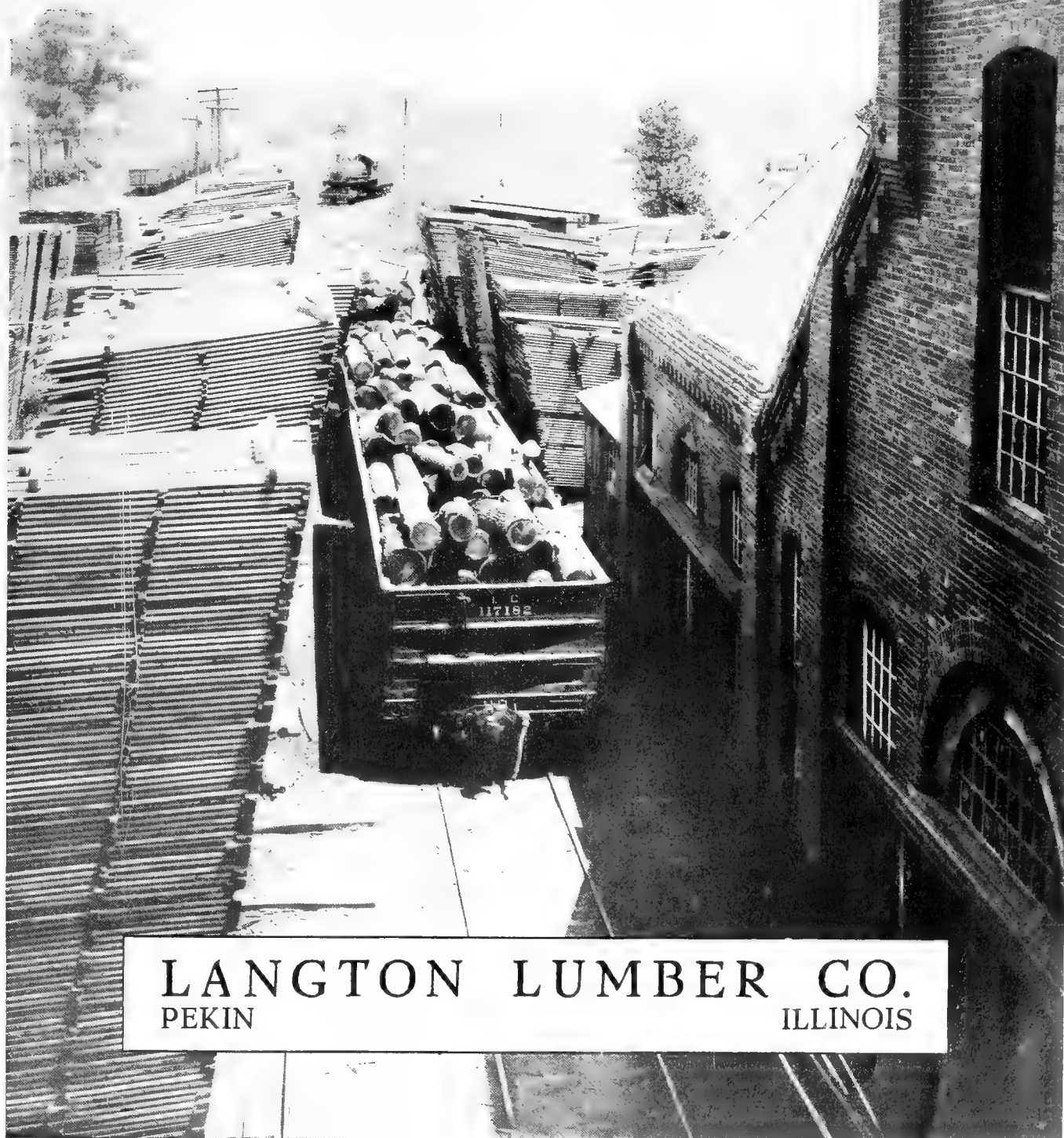
If the prongs remain straight both on the saw and after room drying, the lumber is perfectly seasoned, being free from stresses and uniformly dry throughout.

If the prongs remain straight on the saw but turn in after room drying, the moisture distribution is uneven, the surface being drier than the inside. A short steaming treatment to balance the moisture content should relieve all stresses.

If the prongs turn in on the saw and do not turn out after room drying, the lumber is "casehardened" and is drier outside than inside. Use a steaming or high humidity treatment to moisten and soften the surface. The shrinkage of the outside in redrying should relieve the interior tension, and cause the stresses to disappear.

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS

LUMBER & VENEERS



Cutting mahogany veneer on one of the battery of Slicers in the Astoria Mill at Long Island City.

Slicing Twenty-Eight to the Inch!

The choice, figured mahogany logs, which our experts select for fine veneer making, are cut by huge diagonally operating knives or "slicing" machines. With these slicers a remarkable degree of uniformity in cut is obtained—an Astoria feature which has long been appreciated by manufacturers of high class furniture.

This uniformity of cut is but another element in the service which over a quarter century has made us the largest complete mahogany lumber and veneer organization in the United States.

Astoria Mahogany Company, Inc.

1031 Steinway Avenue Long Island City, New York

Successors to

Huddleston - Marsh Mahogany Co.
Astoria Veneer Mills and Dock Co.
F. W. Kirch, Inc.

BRANCHES: 11 North Market Ave., Grand Rapids, Michigan
2256 Lumber Street, Chicago, Ill.

Mills and Yards, Long Island City, New York

THE DEAN-SPICKER CO.

Manufacturers of

VENEERS

Oak — Mahogany — Walnut
AND
LUMBER

22nd St. and So. Crawford Ave. Chicago



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

*ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS*

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

The Stocky Specialty Furniture Company has just filed incorporation papers in the office of the county recorder at Evansville, Ind. The company will make furniture and automobile parts, and is capitalized at \$25,000. The incorporation papers provide for a fifty years' run. The incorporators are Adolph Stocky, Fred W. Bicking, Emil E. Schaerges, Charles Byers and Fred Spanker.

The veneer trade in Evansville, Ind., and the tri-state section adjacent, remains fairly good, according to statements made by veneer manufacturers in that territory. The shortage of logs has now been overcome, though prices are high on the more plentiful supply now available. The veneer manufacturers say that the year as a whole has been even better than the previous year.

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

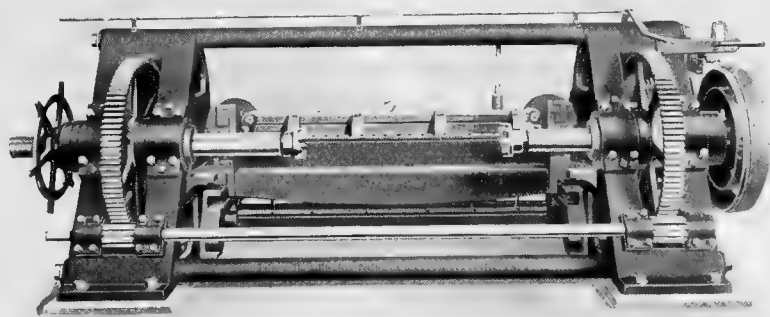
Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



We Build All the Machinery for a Veneer Plant

The New 20th Century Model VENEER LATHE

Has a number of important improvements which have been carefully worked out and thoroughly tested.

No babbitted bearings used in its construction. Carefully fitted journals that are interchangeable are used instead.

Write for Bulletin No. 201

THE COE MFG. COMPANY
PAINESVILLE, OHIO, U. S. A.

LATHES CLIPPERS KNIFE GRINDERS DRYERS

GUM PLYWOOD

Made from Rotary Cut Veneers for High Grade Cabinet and Interior Work

DRAW BOTTOMS

CASE BACKS

Also WATERPROOF GUM PANELS

STOCK SIZES

CAR LOTS

DIMENSION SIZES

If interested in any of the above write for full details

ALLEN-EATON PANEL CO., Memphis, Tenn.

CHICAGO MILL AND LUMBER COMPANY

Mill Prices

(For November Only)

ROTARY GUM SHEET STOCK

Unselected for Color

6 to 36" Wide

38 to 98" Long

1/24"...\$ 9.75 per M. sq. ft.

1/8 "...\$21.00 per M. sq. ft.

1/20"... 10.25 per M. sq. ft.

3/16"... 30.25 per M. sq. ft.

1/16"... 12.25 per M. sq. ft.

1/4 "... 35.75 per M. sq. ft.

CUT TO SIZE

Cross Banding and Center Stock

with what part piece widths selected logs produce

1/24"...\$13.00 per M. sq. ft.

1/8 "...\$26.50 per M. sq. ft.

1/20"... 13.50 per M. sq. ft.

3/16"... 37.00 per M. sq. ft.

1/16"... 16.00 per M. sq. ft.

1/4 "... 42.50 per M. sq. ft.

These prices F. O. B. cars Clarendon, Helena or Blytheville, Ark.

Add 10 per cent to above prices for L. C. L. shipments.

Terms: Net cash 30 days from date of shipment.

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
CONWAY BUILDING—111 W. WASHINGTON STREET

CHICAGO

Operations, Clarendon, Helena, and Blytheville, Arkansas.

up-to-date, 100 per cent American organization of this character.

A. L. Montcourt, E. L. Bruce Company, Memphis and Little Rock, and T. D. Higgins, Liverpool Hardwood Company, Memphis, were elected active members.

There were 95 members and visitors present.

Northern Stocks Much Below Normal

Reports submitted to the quarterly meeting of the Northern Wholesale Hardwood Lumber Association by L. H. Schoenhofen, chairman of the Statistical Committee, showed that hardwood lumber stock held by members of the association, and by the members of the Northern Hemlock and Hardwood Manufacturers' Association are much below normal, and that any increase in the demand ought to be immediately reflected in a stronger market.

It was conceded that trade at present is slow. Producers of finished products made of hardwood are now selling their products and are not buying lumber. They are also requesting sellers to hold back stock which was purchased earlier in the year, and there have been some cancellations, though not many.

President L. H. Wheeler of Wausau, Wis., presided over the meeting and called on Treasurer J. B. Andrews for a statement of the financial standing of the organization. This report showed a balance in the treasury of \$472, with all bills paid.

Secretary J. F. Hayden briefly reviewed the work of the association since the last quarterly meeting, speaking particularly of the semi-monthly report issued from his office reviewing hardwood market conditions.

Then ensued a discussion of various matters of interest to the hardwood wholesalers, including freight rates, logging conditions, production and stocks on hand. A summary of the stock report as of October 1, compiled from replies received by the secretary from twenty members, showed the following amount in the hands of members and also members of the Northern Hemlock and Hardwood Manufacturers' Association:

	Unsold Stock		Manufacturers
	Aug. 1	Oct. 1	Oct. 1
Ash	775,000	565,000	3,782,000
Basswood	5,925,000	4,682,000	16,233,000
Birch	11,575,000	11,434,000	42,829,000
Soft elm.....	2,159,000	2,348,000	7,847,000
Rock elm.....	1,375,000	1,092,000	2,755,000
Soft maple.....	491,000	712,000	3,053,000
Hard maple.....	9,072,000	8,309,000	46,535,000
Oak	1,607,000	1,505,000	1,331,000
Total	32,979,000	30,747,000	124,365,000

A discussion of market conditions and prospects for the future took up the remainder of the time of the meeting but before adjournment it was decided to hold the annual meeting of the association at Milwaukee, Wis., Tuesday, February 15.

Lumber Reshipping Yards at St. Louis

Earl Kauffman, as secretary-treasurer, announces under date of October 14 the organization of the Lumber Reshipping Yards Traffic Association of St. Louis, with offices at 3400 North Hall Street, St. Louis, Mo. The object of the association is to get together the following traffic representatives for St. Louis concerns, to discuss traffic matters to the mutual advantage of shipper and the carrier:

William H. Hann, Boeckler Lumber Company; Earl Kauffman, Thomas & Proetz Lumber Company; T. H. Lynch, Philip Gruener & Bros. Lumber Company; J. A. Roland, Chas. F. Luehrmann Hardwood Lumber Company; H. B. Gaines, secretary Thomas & Proetz Lumber Company; W. E. Shevlin, American Hardwood Lumber Company; M. L. Fitzgibbons, Goodfellow Lumber Company; A. Ritzel, St. Louis Lumber Company; C. E. Crashear, Wiles-Chipman Lumber Company; L. D. Giedinghagen, assistant treasurer of the Steele & Hibbard Lumber Company; W. H. Stinle, Hill-Behan Lumber Company.

The president of the association is T. H. Lynch.

Evansville Lumber Club Meets

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel on Tuesday night, November 9, and there were several matters that came up for discussion. At the regular monthly meeting in December the annual election of officers will take place and the newly elected officers will be installed. Joe Waltman of the Evansville Band Mill Company is now serving his second year as president, while William S. Partington of Maley & Wertz is serving his third year as secretary and treasurer.

Individual Traffic Service Installed

The National Wholesale Lumber Dealers' Association is now operating an "extended individual traffic service" for the benefit of its members, according to announcement made by the railroad and transportation committee, of which B. C. Currie is chairman and W. S. Phippen traffic manager. The extended service was made available beginning November 1. The new special individual service consists of diverting and tracing cars, securing permits and quoting rates and is now offered to all members on the following schedule of charges:

New Mill Work Association Directors Confer

For the purpose of securing the views of the leaders in lumber association work on the best methods to pursue in forming an association, the first meeting of the directors of the new National Association of Sash,

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

FARRIS HARDWOOD LUMBER CO.

NASHVILLE, TENN.

Manufacturers of Southern Hardwoods

Our Specialties:

QUARTERED OAK, POPLAR AND WALNUT

MILLS AT NASHVILLE AND MONTEREY, TENNESSEE
SEND US YOUR INQUIRIES

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Door and Millwork Manufacturers was held at the Hotel La Salle, Chicago, November 4, upon the call of S. S. King of Dayton, O., permanent chairman of the organization committee. As a result of the meeting Chairman King announced that they will not "commence to build the organization on the nine-point activity platform, as outlined at the organization meeting in April, but will confine themselves at the start to two or three activities, one of which will be the creation of listing bureaus in various sections of the country, for the purpose of making quantity surveys.

A fund will also be created to employ competent speakers to address state and local retail dealers' associations on the problems of the planing mill man.

The association secretaries present at the meeting were: Geo. E. Watson, Southern Cypress Manufacturers' Association; L. R. Putman, American Wholesale Lumber Association; Findley M. Torrence, Ohio Association of Retail Lumber Dealers; Robt. H. Brooks, Arkansas Soft Pine Bureau; O. T. Swan, Northern Hemlock and Hardwood Manufacturers' Association, and John M. Pritchard, American Hardwood Manufacturers' Association.

The directors present were: C. T. Abeles, Little Rock, Ark.; C. D. McPhee, Denver, Colo.; Chas. A. Reis, St. Louis, Mo.; J. A. McAllister, Milwaukee, Wis., and S. S. King, Dayton, Ohio.

The first organization meeting of the new association was held in Chicago on April 27 and 28 of the current year.

The selection of a secretary will soon be made and it is now believed that a regular meeting will be held in April, 1921.

Preparing for Appalachian Logging Congress

Preparations are being made among the lumber fraternity of Knoxville, Tenn., for the holding of the Appalachian Logging Congress in that city on November 11-13. T. Sunderland, secretary of the Appalachian association, addressed the Knoxville Lumbermen's Club relative to the congress at the last meeting in October.

The congress will consist of the usual discussion of logging conditions and costs and technical papers on methods. W. T. Latham of the Andrews Manufacturing Company, Andrews, N. C., president of the congress, will be in the chair. It is not anticipated that John Raine of Rainelle, W. Va., who recently went to Europe to visit the French battlefields, will have returned to attend the meeting. He is vice-president of the congress. C. L. Babcock of the Babcock Lumber & Land Company, now mayor of the recently incorporated town of Alcoa, Tenn., in which the Babcock mill is located, will report on electing a permanent secretary and the establishment of a permanent office in Knoxville. It was agreed at the June meeting of the congress, held in Asheville, N. C., that this plan should be put in operation.

C. F. Maples, president of the Knoxville club, was authorized and did appoint a committee to arrange the social courtesies that will be shown the congress delegates. The committee consists of J. M. Logan, chairman; H. N. Saxton and U. S. Andes. A banquet will probably be given the visitors in the Whittle Springs hotel.

Expects Coal Priorities Relief

The Southern Hardwood Traffic Association looks for material increase in car supply and for removal of restrictions against the handling of other commodities than coal in open top cars. In a circular letter addressed to its members it says:

"Our Washington representative reports that, unless complications arise, such as a strike or bad weather, general priority for coal in the use of open top cars is likely to be eased in favor of other commodities within the next week or ten days. The first change is likely to be to exempt, from servitude to coal, cars with sides of 40 inches or more. At present the limit is 38 inches.

"There is a considerable shortage of log cars west of the Mississippi and in certain sections east of the river. Easing up of gondola restrictions will afford considerable relief in handling logs."

J. H. Townshend, secretary-manager of the association, said today he anticipated relief from priorities in favor of coal some time during the coming week.

Plan "Collect" Service to Canada

According to advices received from Washington by the Southern Hardwood Traffic Association, the executives of the principal roads handling lumber and forest products into Canada have announced their intention of forming a committee from the commission on car service of the American Railroad Association for the purpose of working out plans whereby lumber and forest products may be shipped into Canada "collect."

J. V. Norman, general counsel for the association, recently held a conference at Washington with Commissioner Hall of the Interstate Commerce Commission, with a view to securing relief from the "pre-pay" requirements of the carriers. He did not succeed, however. Thereupon, S. M. Nickey, president of the association, addressed a letter to the executives of the lumber-carrying roads requesting immediate action. Appointment of the committee is the first tangible result.

Some shippers of lumber are tying up as much as \$100,000 a month in pre-war charges on shipments into Canada, according to President Nickey, and it is his contention that release from the necessity of prepaying freight will go a long way, in the present credit stringency, toward providing relief from tight money.

Louisville Club Elects Officers

The Louisville Hardwood Club held its annual election while the returns of the presidential election were coming in on Tuesday evening, November 2, the meeting being held at the Pendennis Club, opposite the Louisville Post building, and following an elegant dinner served at 7 o'clock in the evening.

W. H. Day of the Wood Mosaic Company was reelected president without any opposition, he having made an excellent record as chief executive during the previous year. Preston P. Joyes of the house of W. P. Brown & Sons Lumber Company was named vice-president; Edward F. Devol of the Louisville Point Lumber Company, treasurer, and J. S. Thompson of the Southern Hardwood Traffic Association was reelected secretary. W. N. Willis of the Holly Ridge Lumber Company ducked serving another year as treasurer, resulting in two nominations, two tied votes, and the final flipping of a coin by President Day to settle the tie, resulting in Mr. Devol being elected on a "tails" count.

One new member was taken into the organization, this being the new Naroo Hardwood Company, which is an outgrowth of the Churchill-Milton Lumber Company. Tom Fullenlove, sales manager, who in past years attended many meetings as representative of the Churchill-Milton Lumber Company, was present at the meeting.

H. J. Gates of the Louisville Point Lumber Company recommended that all members of the association affiliate with the National Wholesale Lumber Association, claiming that the organization had done a good work and shown excellent cooperation with the hardwood interests and should be backed. The matter was tabled for further consideration.

At the next meeting of the club President Day will name committees to handle the following matters: Entertainment, lumber, logs, finance and transportation.

Report of the treasurer showed a cash balance of \$781.92, the best balance the club has shown in a number of years.

Hardwood News Notes

CHICAGO

J. A. Hemphill, president of the Hemphill Lumber Company, manufacturer of hardwood lumber at Kennett, Mo., announces that on the night of October 15 it lost its double band mill, power plant and machine shop, and that as soon as it can secure adjustment of insurance it will begin rebuilding, as it has about four years' run of timber at Kennett, Mo.

The Long Bell Lumber Company, Kansas City, Mo., has compiled a very

interesting and tastily gotten up booklet entitled "The Perfect Floor—How it should be laid, finished and cared for," illustrated and describing the advantages and usages of "Forked Leaf" oak flooring.

H. Mochizuki, forest expert of Tokyo, Japan, called at HARDWOOD RECORD office on October 26, being desirous of securing information bearing on the hardwood industry in this country. He is making a study of lumber conditions in the United States. He has been in the States since August and expects to return to Japan by January or February 1, traveling from Chicago to the East, Detroit and vicinity. He stated that much more progress has been made in the lumber industry here than in Japan.

McEwen Ransom, of the Nashville Hardwood Flooring Company, stopped over in Chicago a day last week while enroute from Nashville to the Pacific Coast.

Bart Tully, of the Anderson-Tully Company, Memphis, was in Chicago early last week enroute to Mackinaw City, Mich., from which base he will go on a hunting trip in the northern woods. He expects to return to Chicago about November 13.

Mr. Tully was accompanied to Memphis by T. J. Morris, manager of the box making department of the Anderson-Tully Company. Mr. Morris returned to Memphis the night of November 3.

Other prominent hardwood lumbermen visiting in Chicago during the past week were: Frank F. Fee, president of the Fee-Crayton Hardwood Lumber Company, Dermott, Ark.; John Baldwin, president of the Baldwin Lumber Company, Laurel, Miss.

Joseph L. Linehan, sales manager Mowbray & Robinson Company, of Cincinnati, has gone to Europe on the steamer Olympic, having sailed from New York Nov. 6.

BUFFALO

Chairman Orson E. Yeager, who is at the head of the committee here having charge of the sale of government foodstuffs, says that the sale has been completed and the committee has surrendered its warehouse. The sale has been a success, has helped people get canned meats cheaply and turned into the federal government a good supply of money.

The McNeil Lumber Company has written to the board of supervisors of this county offering to sell a part of its property on Fillmore avenue to be used for the storage of election booths. Such a place is needed and the offer will be investigated further.

The semi-annual furniture exposition is to be held at Jamestown from November 8 to 22, in the building put up for the purpose several years ago. It is expected that the show will draw a fair number of buyers this year and a good display of furniture is promised.

According to the survey made by the Cleveland chamber of commerce, Buffalo stands about midway in the list of leading cities in the matter of building costs, running only a little behind New York and much ahead of Rochester as an expensive place in which to build. This is undoubtedly because this city has felt the effects of depression less than some others, as a number of large factory undertakings have been started recently just outside the city limits. Lumbermen say that materials are cheap enough here, but the demand for labor is great enough to keep wages high.

The Silverthorn case has been dragging along for over three weeks and of late some sensational testimony has developed. Egbert B. Woodworth, who confessed to fraudulent checking of lumber shipments while working as an inspector for the Lehigh Valley Railroad Company, testified that he had done police work for the company after his transactions had been exposed. According to his story, he was handed money by Asa K. Silverthorne and this money was turned over to Capt. Whitton of the railroad police.

A Syrian priest was brought into court on the suspicion that he had been tampering with one of the members of the jury in the Silverthorne case. The jurymen told the court that he had been visited by the priest, who, without mentioning the name of Silverthorne, asked the jurymen not to convict "this lumberman." The priest when questioned by the judge and attorneys claimed that he had made the remark incidentally, that he had called on the jurymen in the interest of a church for which he desired a donation, and that he had never heard of either Asa K. or Frederick W. Silverthorne before.

Fire on October 30 destroyed the planing mill owned by the Whitby (Ont.) Brick & Clay Products Company, with many thousand feet of valuable lumber. The loss is estimated at \$20,000, with no insurance.

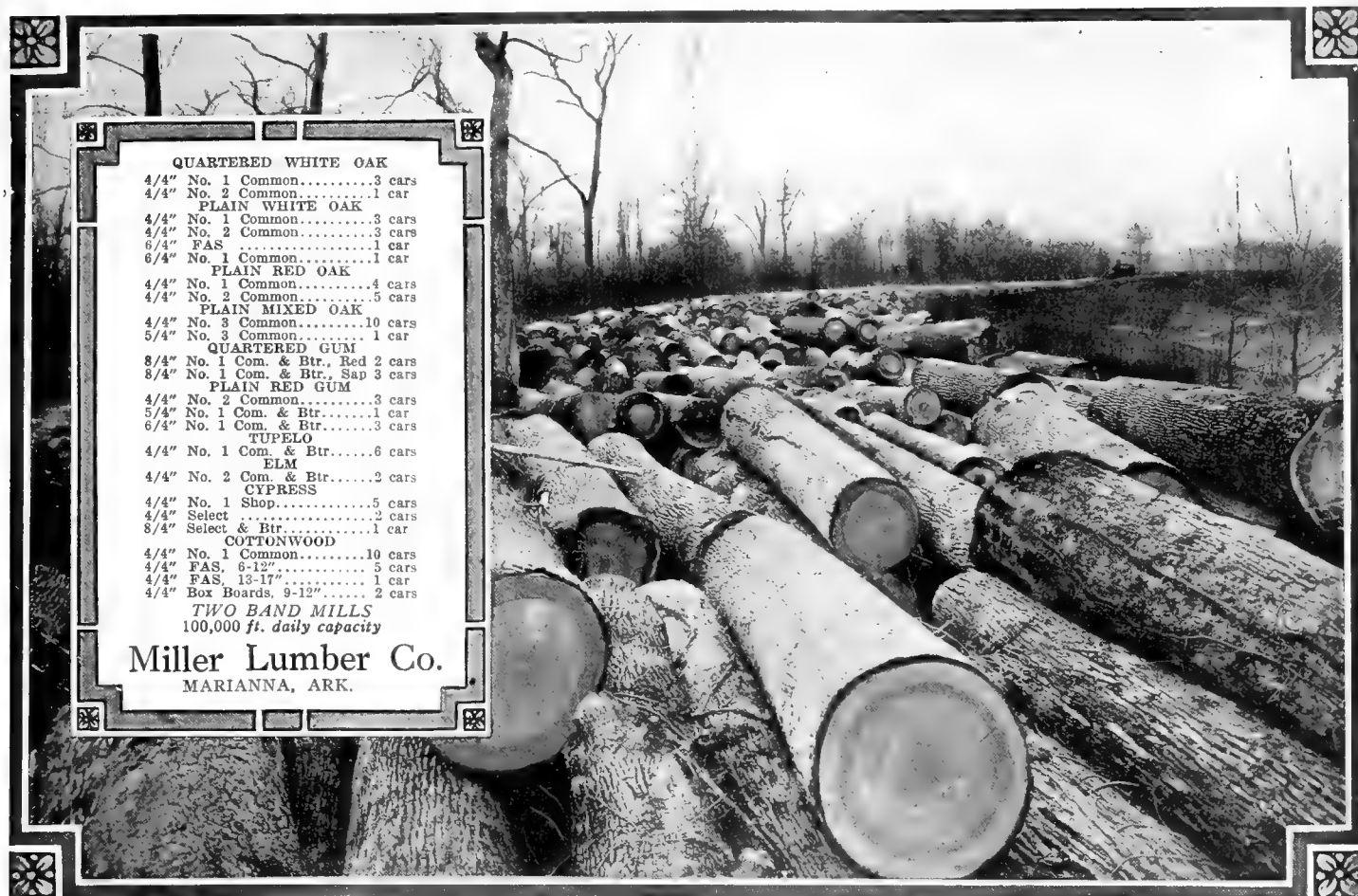
G. Elias, who recently retired from the lumber business as a member of G. Elias & Brother, was elected an honorary member of the Buffalo Lumber Exchange at a recent meeting.

PITTSBURGH

Governor Wm. C. Sproul has called a conference of the foresters at Harrisburg, Pa., December 8 and 9, to decide on a nation-wide program for forest conservation.

October building in Pittsburgh amounted to \$1,783,319, or \$800,000 more than in September of 1920.

The Universal Lumber Company has started a lumber yard at Bradlock



QUARTERED WHITE OAK	
4/4" No. 1 Common.....	3 cars
4/4" No. 2 Common.....	1 car
PLAIN WHITE OAK	
4/4" No. 1 Common.....	3 cars
4/4" No. 2 Common.....	3 cars
6/4" FAS.....	1 car
6/4" No. 1 Common.....	1 car
PLAIN RED OAK	
4/4" No. 1 Common.....	4 cars
4/4" No. 2 Common.....	5 cars
PLAIN MIXED OAK	
4/4" No. 3 Common.....	10 cars
5/4" No. 3 Common.....	1 car
QUARTERED GUM	
8/4" No. 1 Com. & Btr., Red	2 cars
8/4" No. 1 Com. & Btr., Sap	3 cars
PLAIN RED GUM	
4/4" No. 2 Common.....	3 cars
5/4" No. 1 Com. & Btr.....	1 car
6/4" No. 1 Com. & Btr.....	3 cars
TUPELO	
4/4" No. 1 Com. & Btr.....	6 cars
ELM	
4/4" No. 2 Com. & Btr.....	2 cars
CYPRESS	
4/4" No. 1 Shop.....	5 cars
4/4" Select.....	2 cars
8/4" Select & Btr.....	1 car
COTTONWOOD	
4/4" No. 1 Common.....	10 cars
4/4" FAS, 6-12".....	3 cars
4/4" FAS, 13-17".....	1 car
4/4" Box Boards, 9-12".....	2 cars
TWO BAND MILLS	
100,000 ft. daily capacity	
Miller Lumber Co.	
MARIANNA, ARK.	

avenue and the P. R. R., which will accommodate 1,000,000 feet of lumber.

The Laurel Ridge Lumber Company is a new manufacturing and wholesale concern in this city with the following incorporators: Geo. M. Hosack, Jr., H. L. Allshouse and F. B. Wickersham.

The Commercial Sash & Door Company has bought 102x120 feet on Ferguson street, for \$40,000, for its own use.

The Allegheny Lumber Company reports that now and then it is possible to sell retailers a large bill, provided it is a straight out bargain and just what is needed.

J. N. Woollett, President of the Aberdeen Lumber Company, has gone to the Southwest for a couple of weeks to look over conditions in the gum and cottonwood territory. His concern reports furniture business very poor.

C. V. McCreight of the Ricks-McCreight Lumber Company is Chairman of the committee of the National Wholesale Lumber Dealers' Association, which will have charge of making up a uniform order blank and terms of sale that will likely be adopted by the association in the near future.

J. C. Linehan & Co., hardwood wholesalers, are feeling demand very slow at present. The tendency among manufacturing buyers seems to be to hold off in the hope that lower prices will come shortly.

The Ellwood Lumber Company, of this city, will vote December 18 on the question of increasing its capital from \$150,000 to \$250,000.

The Frampton-Foster Lumber Company is winding up a very good year. Its general business, especially with the railroads, has been away ahead of former years, and its Kentucky stocks of hardwood have been very popular sellers.

BALTIMORE

There is reported to be a prospect that this city will get an airplane construction plant. M. Raymond Saulnier of Paris having been here last Tuesday to arrange for the building of the Morane-Saulnier machine. M. Saulnier was an engineer in aeronautics before the European war, having designed and supervised the construction of the Bleriot No. 2, which was the first plane to fly across the English channel. It is expected that when the plant he intends to put up gets into full operation it will turn out 150 planes a year.

There are before the city council a new building code and an ordinance to create a zoning system for the city.

The approval of various loans for municipal improvements at the elec-

tion on last Tuesday opens up a large program of construction, which will call for great quantities of lumber. For the improvement of harbor facilities alone millions are to be set aside, and the erection of new schools, along with other betterments, will require other big sums, in the expenditure of which the lumbermen here will have a wide interest because of the supplies of lumber that will be needed.

That the Columbia Graphophone Company, which is just completing the first unit of its big plant at Orangeville, in the northeastern suburbs, will eventually become the biggest user of hardwoods in this section, is indicated by the plans which the corporation entertains. The first unit, a cabinet factory, which is expected to begin operations in about ten days, is housed in a concrete and steel building 220 feet wide by 382 feet long and having six stories, with a floor area of more than 500,000 square feet. Connected with the plant is a battery of 23 dry kilns occupying a space 75 by 500 feet, and there are other structures, all of which will be run by electricity. There will be 6,000 horse power in motors and some 6,000 people will be employed. The plant represents an expenditure of \$2,500,000. Later on additional units will rise, with one or two more cabinet factories and corresponding accessions to the dry kiln capacity and other equipment. The purpose, in fact, as reported here, is to transfer the Bridgeport plant to Baltimore, so that ultimately the company would have working here not less than about 35,000 people. The company has already laid in large stocks of cabinet and other woods, but has stopped further buying for the present. These preliminary purchases have been made from Bridgeport.

The interests identified with the wholesale hardwood firm of Richard P. Baer & Co., the tower of the Maryland Casualty Building, have organized the Magazine Lumber Company, with a capital stock of \$500,000, to take over the timber holdings from which the saw mill operated by the Magazine Saw Mill Company at Mobile gets its stumpage. The incorporation is merely a readjustment of affairs, so as to facilitate activities and simplify accounting. The incorporators named in the papers are Enos S. Stockbridge, E. McClure Rouzer and William Lentz, lawyers, all of the Maryland Casualty tower. The officers of the new company will be the same as those of other Baer corporations. The mill at Mobile has been shut down pending repairs and a readjustment in production costs, and the plant at Willets, N. C., is also idle.

Thomas Matthews & Son, Inc., are erecting at their yard at Cedar street and the Western Maryland railroad, in Westport, a southeastern suburb, a two-story frame planing mill, 60 by 70 feet in size, in order that they may be in position to supply the customers of the corporation with such dressed

5/8" SPECIALISTS

Our specialty is 5/8 lumber, all band sawed edged and trimmed and produced from the finest logs that we are able to secure. We offer for prompt shipment:

5/8 Selects Pl. White Oak.....	20,000
5/8 No. 1 Com. Pl. White Oak.....	30,000
5/8 No. 1 Com. White Ash.....	20,000
5/8 No. 1 Com. Poplar.....	80,000
5/8 No. 2 Com. Poplar.....	50,000

OTHER THICKNESSES

4/4 Saps & Selects Poplar.....	40,000
4/4 No. 1 Com. Poplar.....	200,000
4/4 No. 2A Com. Poplar.....	30,000
5/4 No. 1 Com. Poplar.....	40,000
4/4 No. 2 Com. & Btr. Poplar.....	300,000

Write for Complete List with Prices

North Vernon Lumber Mills
NORTH VERNON, IND.

A NAME that should be on your inquiry list for hardwood lumber.

**American
Column & Lumber
Company**

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of
West Virginia**

**SOFT
YELLOW
POPLAR**

**PLAIN
WHITE
OAK**

**PLAIN
RED OAK**

**QUARTERED
WHITE
OAK**

**WHITE OAK
TIMBERS &
PLANK**

**CHESTNUT
BASSWOOD**

**MAPLE
HICKORY**

**BEECH
BUCKEYE**

**BIRCH
BUTTERNUT**

**ASH
CHERRY**

**WALNUT
SYCAMORE**

**BLACK GUM
HEMLOCK
LOCUST**

stocks as are called for, instead of having the rough lumber placed on the outside, which is always productive of delay.

Samuel P. Ryland, Jr., of the Ryland & Brooks Lumber Company, American Building, which conducts among other activities a hardwood department, has been in poor health lately, and his condition has become so serious that he has sought treatment at a sanitarium near the city. His many friends are disturbed about his condition.

It is reported here that the firm of John C. Knipp & Sons, cabinet makers and manufacturers of fine furniture on Clay street, has obtained the contract to furnish the wood work and the interior fittings of two new passenger steamers to be constructed at the yard of the Bethlehem Shipbuilding Corporation at Sparrows Point. Large quantities of fine woods will be used for this purpose if the work is done here and many persons will be employed on it.

COLUMBUS

Building operations in October, 1920, showed a falling off from the records of October of the previous year, as compiled by the Columbus building department. This is the first time in 1920 that a decline from 1919 records is shown. During the month the department issued 294 permits having a valuation of \$612,910, as compared with 365 permits and a valuation of \$746,245 for October, 1919. During the ten months of the present year the department issued 2,491 permits, having a valuation of \$9,398,815, as compared with 3,042 permits and a valuation of \$5,514,505 in the corresponding period last year.

Papers have been filed increasing the capital of the Bergholtz Lumber Company of Amsterdam, O., from \$15,000 to \$50,000.

The capital of the Ohio Sash & Door Company of Cleveland has been increased from \$15,000 to \$150,000.

Senator Harding, who is now president-elect, was the principal speaker and spectator at a meeting of the Order of Hoo Hoo, held at Marion, October 27. The Concatenation followed a meeting of District No. 11 of the Ohio Association of Retail Lumber Dealers, which was held at Marion during the afternoon. Senator Harding is a member of the order, being connected with the lumber business in his home city. He made a short talk on fellowship, claiming that the order to which he has belonged for the past ten years was promoting principles which were of benefit not only to the members, but to the lumber industry and the public. Laurent M. Tully of St. Louis, "Snark of the Universe," was present, as well as other national officers. In all 44 candidates were initiated into the mysteries of the order. Among the candidates were R. S. Parsons, general manager of the Erie Railroad; G. H. Flint, manager of the Harding Publishing Company; Robert McNeil Ginter, a Washington newspaperman, and others. Of the candidates 25 were retailers, two of whom were from Columbus. They were W. C. Teachout and E. R. Clarridge. J. D. Pendergast was toastmaster at the banquet.

A number of changes have been made in the organization of the lumber department of the Central West Coal & Lumber Company of Columbus. R. R. Adams, who has been sales manager of the concern, retired November 1 and his successor has not yet been named. J. M. Andrews, manager of the lumber department, will look after the sales department for the time being. H. J. Baumeister, formerly a salesman, resigned and has accepted a position with the Franklin Lumber Company. E. H. Hammond, formerly Columbus representative of the J. J. Newman Lumber Company, has been placed in charge of the railroad trade department, with headquarters at Meridian, Miss. C. R. Webb, formerly with the H. R. Allen Lumber Company, has resigned to return to the management of his large farm in Clinton county. The Gledhill & Kime Lumber Company of Cressline, Ohio, has purchased the retail yard formerly operated by E. W. Wiggins at Shelby, Ohio, and will operate it as a branch in the future. Frank Bushey has been made manager of the branch.

R. G. Grugan of the sales department of the American Column & Lumber Company, has returned from a business trip to Louisville.

E. M. Stark, secretary of the American Column & Lumber Company, was called to Chicago on business early in November.

R. W. Horton of the W. M. Ritter Lumber Company reports a quiet trade in hardwoods. Buying on the part of retailers is still the best feature of the trade. Dealers, however, are following the policy of buying for the immediate future only and are not disposed to take a chance on accumulating stocks. Factories are also buying in limited quantities. Prices show a decline from previous levels. Shipping facilities are better and shipments are going out promptly.

E. M. Stark, secretary of the American Column & Lumber Company, reports a better feeling in hardwood circles, which is shown by a larger number of inquiries and orders. Prices have stiffened up to a certain extent. Some high grade stocks are moving fairly well under the circumstances.

The Columbus Lumbermen's Club held open house at the club rooms at Chestnut and High streets election night to receive returns. A large crowd was present. A luncheon was served and a general good time enjoyed.

INDIANAPOLIS

Workmen are rushing to completion the new plant of the Capital Lumber Company at Forty-ninth street and the Monon railroad in this city. The plant was seriously damaged by fire several weeks ago, and, according

Paepcke Leicht Quality Hardwoods

**S
E
R
V
I
C
E**

Prompt Shipments—Dry Stock—Uniform Quality and Inspection

Band Sawn and End Trimmed—Full and Uniform Thickness

Complete Product of the Log, in the Grade Purchased

Good Run of Widths and Lengths

**Q
U
A
L
I
T
Y**

ASH
4/4" Log Run..... 50,000'
5/4" Log Run..... 15,000'
6/4" Log Run..... 30,000'
8/4" Log Run..... 30,000'
10/4" Log Run..... 20,000'
12/4" Log Run..... 100,000'

COTTONWOOD
4/4" Box Bds. 9-12" 15,000'
4/4" 1s & 2s, 13" up 100,000'
4/4" 1s & 2s, 6-12" 30,000'

CYPRESS
4/4" No. 1 Shop & B. 75,000'
4/4" Nos. 1 & 2 Com. 100,000'
5/4" No. 1 Shop & B. 20,000'
5/4" Nos. 1 & 2 Com. 100,000'
8/4" No. 1 Shop & B. 50,000'

ELM
4/4" Log Run..... 40,000'
5/4" Log Run..... 50,000'
6/4" Log Run..... 5,000'
8/4" Log Run..... 30,000'
10/4" Log Run..... 30,000'
12/4" Log Run..... 30,000'

PECAN
8/4" Log Run..... 50,000'
MAPLE
4/4" Log Run..... 30,000'
5/4" Log Run..... 6,000'
10/4" Log Run..... 15,000'
12/4" Log Run..... 35,000'

PLAIN RED GUM
(Figured Wood)
4/4" No. 1 Com. & Sel. 10,000'
5/4" 1s & 2s..... 8,000'

PLAIN RED GUM
(Plain Wood)
4/4" 1s & 2s..... 50,000'
4/4" No. 1 Com. & Sel. 100,000'
4/4" No. 2 Common... 75,000'
1 1/2" No. 1 Common & Sel.
13" & up..... 12,000'
5/4" No. 1 Com. & Sel. 10,000'
5/4" No. 2 Common... 20,000'
6/4" 1s & 2s..... 8,000'
6/4" No. 1 Com. & Sel. 30,000'

QUARTERED RED GUM
(Plain Wood)
4/4" 1s & 2s..... 20,000'
4/4" No. 1 Com. & Sel. 25,000'
5/4" 1s & 2s..... 3,000'
5/4" No. 1 Com. & Sel. 15,000'
6/4" 1s & 2s..... 15,000'
6/4" No. 1 Com. & Sel. 9,000'

QUARTERED RED GUM
(Sap No Defect)
6/4" No. 1 Com. & B. 50,000'
8/4" No. 1 Com. & B. 40,000'

SAP GUM
4/4" Panel & Wide No. 1,
18" & up..... 15,000'
4/4" Box Bds., 13-17" 75,000'
4/4" 1s & 2s..... 50,000'

SYCAMORE
4/4" No. 1 Com. & Better,
13" & up..... 30,000'
1 1/2" No. 1 Com. & Better,
13" & up..... 7,000'
5/4" No. 1 Com. & Better,
6" & up..... 50,000'
5/4" Log Run..... 30,000'

PLAIN RED OAK
4/4" 1s & 2s..... 30,000'
4/4" No. 1 Com. & Sel. 60,000'
4/4" No. 2 Common... 75,000'

PLAIN WHITE OAK
4/4" 1s & 2s..... 30,000'
4/4" No. 1 Com. & Sel. 75,000'
4/4" No. 2 Common... 50,000'

QUARTERED WHITE OAK
4/4" Log Run..... 50,000'
5/4" Log Run..... 20,000'
6/4" Log Run..... 10,000'

PLAIN RED & WHITE OAK
MIXED
4/4" No. 3 Common... 250,000'
5/4" No. 3 Common... 60,000'

**PAEPCKE LEIGHT AND SUPERIOR QUALITY ARE SYNONYMOUS TERMS
TO THE BUYER OF HARDWOOD LUMBER**

PAEPCKE LEIGHT LUMBER COMPANY

GENERAL OFFICES
Conway Building
111 West Washington Street
Chicago, Ill.

BAND MILLS:
Helena, Arkansas
Blytheville, Arkansas
Greenville, Mississippi

to H. C. Huey, president of the company, the new plant will be larger and more modern than the old. In addition to a large lumber shed, the company is constructing a planing mill and an office building. The company operates two other retail yards in Indianapolis.

Verne Jones, foreman for the National Handle Company at Frankfort, Ind., and a veteran of the last war, is to be decorated by the French government. Jones was a member of the Fifth U. S. Marines, which, on July 23, 1918, was subjected to a terrific shell and machine gun fire. Of the members of his detachment only 123 came out alive and all will receive a specially designed medal.

According to the report of the state building and loan department for the fiscal year ending Sept. 30, a total of 2,214 new homes were financed by the various companies during the past year, 3,798 homes were improved or altered by the aid of the associations and 9,040 homes were purchased. The work of the associations is to provide houses through loans, which in return arranges for small payments in monthly amounts from the persons receiving the loans.

Articles of incorporation have been filed here by the Gustavel Furniture Company, operating a furniture factory at Delphi, Ind. The company is capitalized at \$100,000 and the officers are Carl G. Gustavel, president; John E. Todd, vice-president, and L. G. Gustavel, secretary-treasurer.

Harry B. Fox, agent for the Miami Manufacturing Company of Peru, Ind., recently purchased the factory and business of the Schwanbeck Manufacturing Company, which moved from Detroit to Peru last spring. The property was sold by the receiver, the First National Bank of Peru. The defunct company had been in business for thirty-three years in the manufacture of bread baskets, delivery boxes and bakers' cases. The factory, under the new management, soon will be in full operation, with Richard E. Edwards as manager and Marshall Crume as his assistant.

Announcement has been made here that the Standard Woodworking Company of Lafayette, Ind., has increased its capital stock from \$10,000 to \$25,000.

The Mier Carriage & Buggy Company of Ligonier, Ind., has filed a final certificate of dissolution.

Several thousand feet of standing timber, most of it hardwood, were burned south of Union City, Ind., recently when fire raged for several hours in the Parent Woods. A large force of farmers volunteered to check the flames. Hunters are thought to have caused the fire.

Work was suspended recently at the plant of the Cox Show Case Company at North Manchester, Ind., because of a coal shortage.

Articles of incorporation recently were filed by the Miami Manufactur-

ing Company of Peru, Ind., an organization formed for the purpose of manufacturing show cases. The company has a capital stock of \$250,000, \$40,000 of which is preferred stock. The directors are Marshall Crume, R. A. Edwards, H. B. Fox and Charles Clifton.

Announcement has been made that the William F. Johnson Lumber Company of Indianapolis has increased its capital stock \$20,000, all preferred.

The Salem Hardwood Company of Salem, Ind., has filed a final certificate of dissolution.

EVANSVILLE

Claude Wertz, who is associated with his father, Daniel Wertz, hardwood lumber manufacturers, has been elected president of the Brotherhood of St. Mark's English Lutheran church, in which society he has been active for a number of years.

George O. Worland, manager of the Evansville Veneer Company, has returned from Mobile, Ala., where he inspected the company's large veneer plant at that place. He reports trade coming along all right.

The annual convention of the National Upholstered Furniture Manufacturers' Association was held at West Baden, Ind., from October 11 to 14, with Frank Seng of the Seng Manufacturing Company of Chicago presiding. The convention was attended by eighty manufacturers and several important business matters were taken up and discussed.

A new furniture factory that will give employment to from 75 to 100 men from the start is being erected here by Daniel Caldemeyer, a local business man. Equipment for the new plant has been purchased in Chicago and it is planned to have the factory completed and in operation by the first of the coming year.

J. C. Greer of the J. C. Greer Lumber Company of this city has returned from a successful fishing trip from Green river in western Kentucky. He was accompanied by several friends and brought back plenty of fish to supply several of his friends.

James Dolph, 52 years, an employe of the Crawfordsville sawmill at Crawfordsville, Ind., was killed on October 29 by being caught in the belting in the machinery. Dolph is survived by four children.

The plant of the Martin County Lumber Company at Shoals, Ind., has resumed operations after being shut down for several weeks, awaiting the arrival of a new and larger engine. The company has a large supply of logs on hand and the plant is running steadily.

Announcement was made a few days ago to the effect that the F. E. Cline

OAK

Sound, Square-Edge Plank
TIMBERS

ASH, COTTONWOOD, CYPRESS, ELM, GUM

WIDTHS, LENGTHS, &
GRADES TO PLEASE

Pelican Lumber Company
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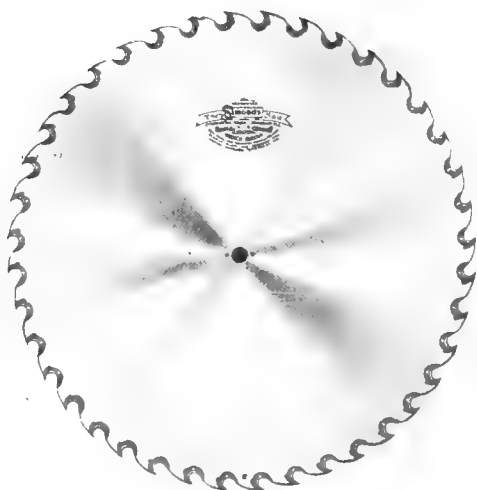
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SAWS

Stand Heavy Feed, Hold Their Tension
STAY Sharp.—Teeth Are Renewable

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SIMONDS MANUFACTURING Co.

"THE SAW MAKERS"

FITCHBURG, MASSACHUSETTS

MEMPHIS, TENN. CHICAGO, ILL. NEW ORLEANS, LA.

Lumber Company of Bargersville, Ind., had been sold to the Graham Manufacturing Company of Franklin, Ind., the consideration being about \$20,000. The plant is now being operated by the new owners.

Announcement was made a few days ago of the death of Charles E. Cooper, 94 years old, a retired lumberman, at his home at Plymouth, Ind. Death was due to the infirmities of old age. Mr. Cooper had been retired for a number of years. He made a fortune in the lumber business fifty years ago.

A new power plant has been built by the Monitor Furniture Company of this city that furnished power to the entire factory. The Monitor Furniture Company started in business about a year ago and the plant now is being operated on full time.

Eric U. Lane, assistant manager of the Pullman Company at Chicago and well known among lumbermen, and Miss Zola Lowe of this city were united in marriage in this city several days ago and after an extensive bridal tour will reside in Chicago.

During the fall months the camp of tie workers along Green and Barren rivers in western Kentucky have been quite active and a good many ties have been sent here in barges to be shipped out by rail. A good many ties are also being gotten out along the Cumberland and Tennessee rivers. The demand for ties is good at this time and the opinion is expressed that the railroads will carry on a big campaign of improvements during the coming year.

Gus Bauman of Maley & Wertz has returned from a business trip to Memphis and other southern cities. He reports trade a little sluggish at this time.

MEMPHIS

Wallace R. Reid is now secretary-treasurer and general manager of the Memphis Hardwood Flooring Company, having been recently elected to that position as successor to C. Whitman, who has become identified with the sales department of the E. L. Bruce Company, Memphis and Little Rock. Mr. Reid came to Memphis in 1917, when the Empire Floor & Lumber Corporation, with which he was connected, established its plant in this city. It was burned some months ago and this accounts for the fact that Mr. Reid could accept his new position. He brings to it a wide experience in the flooring and lumber business. Incidentally, he announces that the company is enlarging its plant fully 20 per cent through the installation of a new flooring machine and the building of larger dry kilns at a cost of approximately \$75,000, and that the company is planning an active selling campaign to take care of its larger output. Sales offices have been opened in Chicago, New York and Detroit, and there is to be material increase in the number of men traveling out of the Memphis offices. E. M. Slattery, sales manager for James E. Stark & Company, Inc., with headquarters at Chicago, will have charge of the Chicago territory for this firm. J. D. Mershon is in charge of the New York City offices, while D. A. Gordon occupies a similar position in Detroit.

The James & Graham Wagon Company has begun a building 150x250, of brick and concrete construction, for the housing of its wagon plant. The new structure is located at South Dudley street. This company suffered a rather severe fire here some time ago and this really accounts for the new building. The old plant was located on Jefferson avenue in the downtown district. This company has been engaged in the manufacture of farm and other wagons for more than half a century.

E. G. Meers, secretary of the Memphis Builders' Exchange, is authority for the statement that, if the union bricklayers, who have filed demands for an increase to \$1.50 per day, effective Jan. 1, 1920, attempt to strike to enforce their demands, plenty of men will be brought to Memphis to take their places. He points out that, with living costs coming down and with building at a very low ebb, the present is a very poor time for the bricklayers or anybody else to insist upon higher wages.

The Southern Alluvial Land Association is preparing to issue two new booklets, one descriptive of the Mississippi delta and the other of the alluvial lands of Eastern Arkansas and Northern Louisiana. They will be off the press within two or three weeks. They will be profusely illustrated, with more than 100 cuts each, and they will contain articles by some of the most noted authorities in the alluvial area on drainage, road construction, levee building, malaria control, housing and other subjects of prime interest to those who now live, or who contemplate living, in the alluvial area. Material for these booklets has been gathered by F. D. Beneke, secretary, and his able staff of field men. Copies will be distributed among the principal publications of the United States and the chambers of commerce and other civic organizations. They are designed primarily to attract settlers to the alluvial area and to bring about substantial increase in farm products of the most fertile lands in the world.

KNOXVILLE

The Vestal Lumber & Manufacturing Company expects to have its mill at Duff, Campbell county, Tenn., in operation about January 1.

Carl F. Maples has been elected director and treasurer of the new Business Men's Club, which has taken over the four-story Eagles' home and will house the local board of commerce, Rotary, Kiwanis, Traffic and other civic organizations, operating a cafeteria on the ground floor, and having a fine auditorium on the top floor. Mr. Maples procured several hundred members for the new club, which has about 1,000 members.

LOUISVILLE

A meeting of the directors of the Kentucky Retail Lumber Dealers' Association will be held in December to decide on the time and place for the next convention, which will probably be held in Louisville in late January or early February.

Edward L. Davis of the Edward L. Davis Lumber Company reports that both of his mills are running, but that he has stopped buying logs, and will cut out what he has on hand or rolling.

The I. B. Wilcox Lumber Company has logs on hand to run until Christmas, and by that time expects to have excellent yard stocks on hand.

The Wood Mosaic Company has closed its mills at Huntington, W. Va., and Jackson, Tenn., and placed the Louisville and New Albany mills on a 45-hour basis per week. Up to a month ago the Louisville mill was working double shifts, but has cleaned up somewhat on the overstock of logs, and now has its yard stocks up to about normal.

Operations at the Louisville mill of the Louisville Point Lumber Company have been down for a few days while a new log feeding carriage of the "shot gun" feed type was being installed. The company is jammed with logs here, and will run for some time to come in cleaning up and is slowing down in log buying. The High Bridge, Ky., mills were down for a few days awaiting river logs, but got in supplies in a river rise and have started again.

All four of the southern mills of the Holly Ridge Lumber Company are running, and a slightly better demand for ash is reported from that company.

Harry C. Inman of the Inman Veneer & Panel Company reports a fine veneer demand, the company's Mound City veneer mills being good and busy. However, panel business has slumped badly and the local plant isn't at all busy now.

The North Vernon Lumber Mills report that they are making fine progress in laying up a big log supply at the company's Tennessee mills, and will operate well into the new year at that point.

Further delay in getting machinery installed has held up starting the new mill of the Navco Hardwood Company at Mobile, Ala., and the company isn't ready to start yet.

The Norman Lumber Company reports a good demand for box shooks, while poplar siding is slumping off as a result of the dullness in the building trades.

For the past three months building operations in Louisville have shown a steady decline, and have been below the corresponding months of last season. However, it is reported that there is close to \$17,000,000 of new work hanging fire, some of which will start next season.

Tom Wallace of the Louisville Courier Journal has been making an extended trip through the Eastern Kentucky oil, coal and timber districts, visiting all of the important towns and writing a story a day concerning the conditions in that section. An especially interesting story was recently written from Stearns, Ky., dealing with the operations of the Stearns Coal & Lumber Company, head by J. F. Stearns, a concern with over 100,000 acres of timber land under control in that section, with holdings also in Florida, Washington, Wisconsin and elsewhere.

As a result of the big drop in valuations of cotton, tobacco, grain, etc., wagon and automobile as well as vehicle interests have suffered heavy cancellations of orders in the South. Sixty days ago some companies were about ready to close up sales for the season and call their men in, but the situation is now entirely changed.

WISCONSIN

The Hammond-Chandler Lumber Company of Rice Lake has been granted authority to increase its capitalization from \$100,000 to \$125,000.

The Grant Furniture Company, Racine, has under consideration plans and specifications for a \$60,000 factory and warehouse at 502-508 Sixth Street. It is to be three stories high, 80 by 120 feet in size, of brick and concrete, with metal sash and mill floors. The architect and engineer is D. R. Davis of Racine. It is possible that construction work may not be started until early next spring.

The Miller Sash and Door Company of Marinette recently closed one of the largest individual contracts it has ever accepted. It calls for the entire interior finish for the new St. Anne's Catholic Church at Gladstone, Mich., which will be the largest edifice in the Upper Peninsula. The execution of the order will require several months, keeping the Miller factory busy at full capacity throughout the winter.

The Bub Body Corporation of Milwaukee has been incorporated with an authorized capitalization of \$25,000 to engage in the manufacture of automobile bodies of all kinds, specializing in special types such as sport models. The incorporators are Herbert, Arthur and Elmer Zwebel, 482 Milwaukee Street, who plan to erect a factory at Schleisingsville during the winter months, to be ready for operations about February 1.

The Baldwin Lumber Company of Milwaukee has filed amendments to its corporate articles, effecting a change of style to Baldwin Battery Box Company. Its factory is located at 5801 National Avenue, in West Allis, a suburb. The change is made in order to make the style more expressive of its present principal line of production, which is containers for storage batteries and other accumulators.

The John Schroeder Lumber Company of Milwaukee, with large mills at Ashland, has effected a material increase in its capitalization to ac-

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

ASH
5/4" No. 2 & Btr., All Widths and Lengths, 6 mos. 3 cars
6/4" No. 1 & Btr., All Widths and Lengths, 5 mos. 1 car
BASSWOOD
6/4" No. 1 & Btr., All Widths and Lengths, 7 mos. 2 cars
5/4" No. 2 & Btr., All Width and Lengths, 7 mos. 3 cars
6/4" Nos. 2 & 3 Com., All Widths. & Lgths., 7 mos. 1 car
BIRCH
4/4" No. 1 & Btr., All Widths and Lengths, 6 mos. 5 cars
ROCK ELM
10/4" No. 1 & Btr., 5" & Wdr., 8' & Lgr., 7 mos. 1 car
HARD MAPLE
10/4" No. 1 & Btr., 5" & Wdr., 8' & Lgr., 6 mos. 8 cars

WAUSAU

Chas. Gill Lumber Co.

WISCONSIN

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown
No. 1 & Btr., 5/4" 8 mos. dry
No. 2 & Btr., 6/4" 8 mos. dry
BIRCH
No. 1 & Btr., 4/4, 10 mos. dry (good widths and lengths)
No. 1 & Btr., 5/4, 8 mos. dry 1 car
No. 1 & Btr., 6/4, 8 mos. dry 1 car
No. 1 & Btr., 8/4, 8 mos. dry 1 car
No. 1 & Btr., 10/4, 7 mos. dry 2 cars
BASSWOOD
No. 1 & Btr., 6/4, 10 mos. dry 2 cars

Wheeler-Timlin Lumber Co.

WAUSAU, WISCONSIN

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr. . 40,000'
4/4 No. 2 Com. . 150,000'
5/4 1st & 2nds . 50,000'
5/4 Selects . 75,000'
5/4 No. 1 Com. . 40,000'
5/4 No. 2 Com. . 200,000'
6/4 1st & 2nds . 30,000'
6/4 Selects . 40,000'
6/4 No. 1 Com. . 20,000'
6/4 No. 2 Com. . 50,000'

HARD MAPLE

4/4 No. 2 & Btr. . 40,000'
5/4 No. 1 & Btr. . 175,000'
5/4 No. 2 Com. . 40,000'
6/4 No. 1 Com. . 20,000'
6/4 No. 2 Com. . 175,000'
8/4 No. 2 Com. . 135,000'

BASSWOOD

4/4 No. 1 & Btr. . 200,000'
4/4 No. 2 Com. . 200,000'

SOFT MAPLE

4/4 No. 2 & Btr. . 50,000'
6/4 No. 2 & Btr. . 11,000'
8/4 No. 2 & Btr. . 35,000'

SOFT ELM

6/4 No. 2 & Btr. . 90,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT

CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

STRABLE Lumber & Sales Company

SAGINAW, MICHIGAN

*Manufacturers of the Time Tested
Wolverine Maple Flooring*

Want to move quick quantity of 13/16 and 1 1/16" factory grade. Can also make prompt shipments of other grades.

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish
WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

commodate the growth of its operations and business generally. The present capital consists of 15,000 shares of preferred stock, amounting to \$1,500,000, and 200 shares of common, amounting to \$200,000. Fred J. Schroeder is president and general manager.

The Chicago & Northwestern Railroad Company has awarded contracts for the construction and equipment of a new spur from Antigo into large tracts of hemlock, hardwood and other timber lands in Langlade county, to better serve the sawmills located at Antigo. The work will cost about \$50,000. Grading is now under way and it is expected that the spur will be ready for operation of logging trains early in the spring.

Articles of incorporation have been filed in behalf of the Campia Box Company of Campia. The capital stock is \$10,000 and the incorporators are N. B. Nelson, Henry Ludwig and G. L. Breiteson. A factory will be erected to manufacture box and crating stock, specializing in cheese and fruit packages.

The Below Sawmill Company of Marinette, which is rebuilding the big N. Ludington mill erected and operated for many years by the Isaac Stephenson interests in that city, has disposed of the huge burner to the Rosa Lumber Company of Picayune, Miss., which will transport the unit to that city and re-erect it for its own purposes. The reconstruction of the Ludington mill is along lines making it possible to dispense with the burner.

The Continental Western Realty Company of Milwaukee is the style of a new corporation which has been granted a charter in Wisconsin. The authorized capitalization is \$1,000,000 and the object is to engage in the general timber land business in all parts of the United States, principally in the Pacific Northwest. The incorporators are J. H. Dilbridge, H. R. Goldman and Guy W. Holmes.

The Patten Paper Company of Appleton has started work on the reconstruction of one of its large warehouse buildings in that city into a sawmill for cutting the hardwood timber on its extensive tracts in Northern Wisconsin and Upper Michigan. The new mill will convert hardwood logs into lumber, hubs, spokes, railroad ties, stove wood and similar products. The Patten company maintains a large pulpwood plant at Amasa, Mich., where the softwoods from its timber holdings are converted. After the new Appleton hardwood mill is ready about January 1, the hardwood logs will be shipped by rail to Appleton. The machinery is now being delivered.

The Burger Boat Company, Manitowoc, has enlarged its capitalization from \$25,000 to \$100,000.

The Longdin and Brugger Company of Fond du Lac, which recently completed a new factory costing about \$100,000, has resumed operations with a full crew working ten hours a day to fill a large volume of orders for automobile and motor truck bodies, cabs, etc. It specializes in a special winter body attachment for Fords and is shipping at the rate of a carload a day to jobbers in Minneapolis, Kansas City, Des Moines, Wichita and other centers.

The Thunder Lake Lumber Company of Rhinelander has doubled its capitalization to finance its growing business. The authorized capitalization now is \$400,000.

The Northern Furniture Company at Sheboygan is having plans prepared by Architect W. C. Weeks, 730 Ontario Avenue, in the same city, for a new office building and power plant addition.

The American Rule and Block Company of Menominee, Mich., expects to begin operations in its new plant on January 1. It is rebuilding the former plant of the Menominee River Brewing Company into a general woodworking factory, which will specialize in producing toys, A B C blocks, rules, etc. The company the outgrowth of the old Fisher Box Company of Menominee, the plant of which will continue to be occupied until the improvements in the new factory are completed. A complete sawmill is being added. It is a single band mill and will produce all of the raw material for the plant from the log.

John L. Blanchard, of Evanston, Ill., for seventeen years manager of the fibre products division of the Chicago Mill and Lumber Company, has assumed charge of operations as vice-president and general manager of the Hummel & Downing Box Company at Milwaukee. This is one of the largest container works in the United States. The Corn Products Refining Company has acquired an interest in the Milwaukee concern and Mr. Blanchard represents this interest.

The principle of enforcing child labor laws in Wisconsin by awarding triple damages against employers in cases where children under 17 are injured when working without a labor permit was upheld by the Supreme Court in the case of the Faust Lumber Company against Arthur Gaudette, and the Mueller & Son Company, box manufacturers, against John Gothard. The employers brought suit to prevent the Industrial Commission of Wisconsin from assessing triple damages as directed by the state laws, the legality of which was attacked. Gaudette, a minor, working without a permit for Ingalls & Nichols, contractors on log loading for the Faust company at Antigo, was injured. The commission awarded the usual compensation fixed by law, amounting to \$541, and assessed a penalty of \$1,246 additional. Gothard, aged 15 years, was injured while working for the Mueller company at Milwaukee. He represented his age to be 17 to the employer when hired. Nevertheless, the commission awarded the usual damages of \$143 as compensation and assessed a penalty of \$286 because the boy was employed without a permit. The lower court sustained the position of the commission in both cases and these decisions are now affirmed by the highest court in the state.

THE Overseas Lumber Co.

11 BROADWAY

NEW YORK

Exporters of

HARDWOOD LUMBER
Hickory and Ash Logs
Staves and Timbers for
Wine, Oil, Beer & Tankage

WE PAY CASH AGAINST AVAILABLE SUPPLIES

The Hardwood Market

CHICAGO

Evidence of the tendency of prices of hardwoods to assume a stationary position is the most hopeful aspect of the market in Chicago at the time of going to press. Speaking of conditions in general, it appears that the lumber manufacturers and wholesalers have reached a point beyond which they can make no further concessions to the bearish buyers. Prices will continue to fluctuate sporadically, of course, for some time, as some operators will be forced to make sacrifice sales from time to time. There has been no apparent quickening of the demand since the election, and it still appears that trading will be at a minimum on the hardwood market until after the first of the year. Consuming buyers are resisting any effort to persuade them to cover their needs until after the first of the year. It appears that the extreme tightness of the money market makes it very difficult at this time for consumers to purchase lumber, and they are only buying in instances where they actually have the orders to back up the raw material needed.

BUFFALO

The demand for hardwoods has been small lately and no big improvement is looked for in the near future, although with the election over some increase in orders is expected. Consumers have been following the plan of getting along without buying lumber or other materials, if they could possibly do so. Judging by hardwood sales recently they have succeeded wonderfully. Prices have been unsettled and the mills apparently are more willing than usual to make concessions.

PITTSBURGH

Hardwood wholesalers here are greatly pleased with Harding's victory. They believe that it will help to stabilize business and that it will put a lot of "pep" in general business after the first of the year. Trade in hardwoods for the past two months has been very slow. Retail demand amounted to practically nothing and manufacturing and industrial trade has fallen by the wayside, because purchasing agents were looking for lower prices. The furniture business and the automobile business both have slumped off so badly as to leave a big vacuum in the hardwood trade. These losses have been very badly felt. More business has been done with the glass companies than with any other line of manufacturing lately. The mining trade has been a big source of encouragement lately, for low and medium grade hardwood has found a pretty ready market with those buyers.

BALTIMORE

With the national election intervening, the last two weeks have been a period of marked quiet in the hardwood trade here, as might have been expected under the circumstances. No expansion in the movement or improvement in the tone of the market can be reported, though some members of the trade cannot entirely resist the belief that with the big political contest out of the way the business is likely to pick up. Thus far it has been mainly a case of barren endeavor on the part of the hardwood producers and sellers to place stocks. Buyers were exceedingly scarce and the orders placed were generally for small quantities of lumber, enough, perhaps, to tide over a certain period. Prices appeared to be without any real basis, sales being concluded generally for almost anything in reason which could be obtained. And so far the anticipated turn for the better has not yet set in. The quotations have declined to levels which are prompting all of the mills in a position to do so to shut down altogether or at least curtail the output materially. It cannot be said that the stocks of hardwoods are large, but at that the demand is not stimulated, the situation being regarded as fraught with too many uncertainties to encourage the placing of orders. The producers contend that the range of values has fallen below the cost of manufacture and that they will not continue to run plants unless a readjustment with regard to cost can be effected. In other words, advantage will be taken of every opportunity to stop work until the employees are willing to take less pay and other things also come down. The stocks held here are not large, and it is also to be said that the selections at points of production are relatively small; so that the market is at least free from actual congestion. It is not now a question of price, but of whether the lumber is actually needed. If not, even a marking down of the figures will not tempt buyers to enter into new commitments. No one knows how much, if any, lower the quotations will go, but there is a general disposition to be on the safe side in the event of further breaks. The foreign trade is no more encouraging. Buyers on the other side of the Atlantic complain that the prices asked are higher than they can stand, and the absorption is very slow. Shipping on consignment, therefore, is to be earnestly advised against as likely to be productive of serious losses.

COLUMBUS

The hardwood market in Columbus and central Ohio has shown considerable weakness during the past fortnight. Buying by both dealers and manufacturing concerns is strictly limited to present needs and there

BRODHEAD-GARRETT CO.

CLAY CITY, KENTUCKY

Manufacturers of

Hardwood Lumber

White and Red Oak, Poplar, Chestnut, Maple and Basswood our specialties. Our stock is very soft in texture and of uniform color.

DRY KILN AND PLANING MILL FACILITIES

THANE LUMBER COMPANY

Band Mill: Arkansas City, Ark.

Sales Office, Arkansas City, Ark.

5/4" No. 1 Com. 1 car	4/4" No. 2 Com. 10 cars	QTD. RED OAK
5/4" No. 2 Com. 1 car	8/4" Nos. 1&2 C. 2 cars	4/4" No. 2 C&B. 1 car
5/4" No. 3 Com. 1 car	ELM	PLAIN WHITE OAK
4/4" No. 2 C&B. 2 cars	12/4" & 14/4" No.	4/4" No. 1 Com. 5 cars
(10% FAS)	3 Com. 1 car	4/4" No. 2 Com. 5 cars
10/4" No. 2 C&B 1 car	4/4" Log Run.... 3 cars	4/4" No. 3 Com. 3 cars
(25% No. 2 Com.)	RED GUM	PLAIN RED OAK
12/4" No. 1 C&B 2 cars	4/4" FAS 1 car	4/4" No. 1 Com. 5 cars
COTTONWOOD	4/4" No. 1 Com. 15 cars	4/4" No. 2 Com. 5 cars
4/4" FAS, 6-12" 10 cars	4/4" No. 2 Com. 15 cars	4/4" No. 3 Com. 2 cars
4/4" FAS, 13" up 1 car	SAP GUM	SYCAMORE
4/4" No. 1 Com.,	4/4" No. 1 Com. 5 cars	4/4" Log Run.... 5 cars
13" up..... 3 cars	4/4" No. 2 Com. 10 cars	(25% No. 2 Com.)
4/4" No. 2 Com. 5 cars	4/4" No. 3 Com. 10 cars	10/4" Log Run... 5 cars
4/4" No. 3 Com. 5 cars	4/4" BB., 9-12". 1 car	(25% No. 2 Com.)
5/4" No. 1 Com. 1 car	QTD. RED GUM	12/4" Log Run... 5 cars
CYPRESS	4/4" No. 1 Com. 10 cars	(25% No. 2 Com.)
4/4" Shop & Btr. 3 cars	8/4" No. 1 Com. 2 cars	WILLOW
8/4" Shop & Btr. 3 cars	6/4" L. R., Qtd.	4/4" No. 2 Com. 5 cars
4/4" No. 1 Com. 10 cars	SND. 5 cars	PECAN
		8/4" Log Run... 2 cars
		(25% No. 2 Com.)

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS



The CHICAGO
APPROVED PORTABLE
Watchman's
Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS
No. 9 Church Street, NEW YORK
1526 So. Wabash Ave., CHICAGO

FOR SALE

Southern Hardwoods
OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

VESTAL LUMBER
& MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE
BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY.

is no disposition to stock up. This is usual during a falling market and dealers still believe that the bottom has not yet been reached. The tone is not good and the future is rather uncertain.

Retailers' stocks are light in all localities, according to reports of travelers who penetrate every section. But the dealer is not in the market for small orders to replace broken stocks. He is selling quite a good volume to consumers, as building operations are still rather busy. Practically few new building projects are announced, although a number of construction jobs are being pushed to completion. Rural dealers are buying slightly better than the city dealers. Mill working plants are only buying in limited quantities.

Factories are also following the policy of buying for the present and are content to let the future take care of itself. Concerns making boxes are the best customers. Furniture and implement factories are not buying very actively. Piano and talking machine plants are buying fairly well under existing circumstances. Railroads are buying fairly well and inquiries from that source show a remarkable increase.

Prices are rather weak and a still further reduction was announced recently. Quartered oak is moving fairly well and the same is true of plain oak. Chestnut is slow. Poplar is fairly active, especially the higher grades. Basswood is in fair demand and other hardwoods are slow.

INDIANAPOLIS

Dullness in demand and softness in prices is the characteristic condition of the markets in Indianapolis during the past two weeks. The trade, however, is convinced that the price level is as low as it will go regardless of what happens to the demand. No indications are visible that would tend to give the dealers hopes for a better demand during the winter months, though there is every prospect that next spring will see the greatest building year Indianapolis ever has experienced.

Woodworking industries are breathing a little easier since it has become apparent that the coal operators and retailers are going to make an effort to abide by the rulings of the Indiana coal commission and provide at least 1,600,000 tons of coal monthly for state consumption. For a time it appeared that a large majority of these factories might have to close indefinitely because of the inability to secure coal for power. While the situation has shown only improvement during the past week, yet these industries likely will be in the market again shortly, as their stocks of raw materials were purposely permitted to shrink to the lowest possible ebb.

Indications from a building standpoint show no prospects of any worthwhile building during the winter months. During the past week, with bad weather, much building has been stopped and several houses under construction will be put under cover and sided up for temporary use and not completed until spring.

EVANSVILLE

The hardwood lumber manufacturers of Evansville say that there has been little or no improvement in trade for the past two or three weeks and that while a few rush orders are coming in they are small as a rule. A good many inquiries are being received. General trade conditions in this city are not as promising this fall as they were this time last year. Some of the large woodworking manufacturing plants are reducing their working hours, and it is believed by the manufacturers that other plants will do this. There seems to be a disposition on the part of the manufacturers to retrench some, and it is predicted that by next spring the number of idle men in this city will be on the increase. Employment bureaus in this city report that there are now more men looking for jobs than there were last fall at this time. The larger hardwood mills in this section are being operated on steady time, but it is announced that many of the mills will close down just as soon as they have sawed up the logs that they have on hand. Few logs now are being received here. Lumber prices are tending downward, but in the opinion of the hardwood manufacturers there will be no radical reduction in prices during the next few months. Gum is moving fairly good in view of the fact that the furniture factories in Evansville are buying so little lumber at the present time. The demand for plain white oak is good, while the demand for quartered white oak has been a little sluggish for some time past. Walnut and poplar are in fair demand, while hickory is in strong demand. There is a disposition on the part of the buyers to hold off buying at this time because of the uncertainty of the market. Trade lacks the snap that it ought to have. Collections are reported good. Veneer manufacturers report that they have had a very good year and that their plants are being operated steadily. The demand for boxboards is very good. There has been little improvement in the building line during the past month and not much change is expected before early next spring. That there will be a good deal of residence building in this city next year is generally believed by contractors and building material men. Sash and door men and planing mill owners say that trade is a little off at this time.

MEMPHIS

Not even the overwhelming victory of the Republican party in the national election—the greatest by far in the history of America—has served to bring the hardwood lumber industry out of the slough of despond into which it has fallen during the past several months. But there is a feeling among members of the trade in Memphis that, when sufficient time has elapsed, the lumber industry, like all other industries, will be immeas-

urably benefited by the Republican management of national and international affairs and that there is a better day ahead.

Inquiries are being received every day. Some of them are of a substantial character, while others are on such a low basis as to be wholly impracticable. But, while there are perhaps more inquiries than noted during the past several weeks, the indisputable fact remains that there is less business in progress, so far as new orders and bookings are concerned, than was ever known at this time of the year. All members of the trade concede this. Domestic consumers and distributors alike are apparently determined not to accumulate any considerable quantity of lumber now, pending further developments in the price position of the market, and pending further developments in the situation from the standpoint of probable or possible outlets for their own raw materials or their own finished products. There appears to be complete lack of confidence, so far as consumers and distributors are concerned, even in present price levels, which represent a shrinkage of approximately 50 per cent compared with the maximum values commanded by lumber in the late winter and early spring. And it is conceded that there must be returning confidence before the lumber industry or any allied industry stands on really a firm foundation. Immediate needs are being filled, but there is not the slightest disposition on the part of any interest in this country to anticipate its requirements.

And the same attitude is being displayed by foreign countries so far as their requirements in American hardwoods are concerned. The strike of British coal miners has been settled and this is viewed as a favoring circumstance. But it is pointed out that so little time has elapsed that there could be no reflection of the elimination of this disturbance so soon. Exporters are doing very little business in southern hardwoods, and they report that they are unable to interest foreign buyers even in a small way at the moment. Some are cabling firm offers, but very few of these are on a price basis that is satisfactory to foreign buyers. In the meantime the normal percentage of exports is being severely cut, and this means that just that much more lumber is left for domestic interests to consume.

Shipments of southern hardwoods are on a fairly large scale, but they represent, to an unusually large degree, the filling of old orders. With so few new orders being booked, it necessarily follows that shipments on current orders are very small. The transportation situation is much improved. There are very few embargoes. There are more cars than there have been for many months. But this improvement is just a little late from the standpoint of shippers of hardwood lumber. They have very few orders on which to ship, with the result that their car requirements are very limited. It avails them little, in fact, that the transportation situation is better.

The improved car supply is helping manufacturers who have large quantities of logs awaiting transportation to their mills, but comparatively few of the manufacturers in the Memphis territory occupy this position. Where logs are offering they are being moved with greater dispatch. But the quantity offering is very small compared with normal. Most of the manufacturers of hardwood lumber here decided some time ago to discontinue further logging operations, and the logs awaiting loading are those that were prepared for shipment during the summer and early fall. It may be stated, on reliable authority, that there are fewer logs being prepared for shipment to mills in the valley territory, including Memphis, than was ever known at this time of the year. It may also be stated, in the same connection, that production of southern hardwoods is probably not greater than 33 1/3 per cent of normal, with the certainty that during the next two or three weeks it will sink to 10 to 15 per cent of normal. Plants are going on the idle list every day in the valley area as logs on hand are converted into lumber. The lumbermen in this city, acting separately and independently, decided upon a general plan of curtailment of both logging and manufacturing operations some time ago, as announced in *HARDWOOD RECORD*, and they are, generally speaking, closing down their plants in accordance with this policy just as quickly as logs on hand have been converted into lumber. Quite a number still have logs on hand, and this accounts for the fact that actual curtailment is not even greater than indicated.

Curtailment is not confined wholly to manufacturers of lumber. The Kelsey Wheel Company, one of the largest woodworking plants in the South, has laid off its entire force and closed down all of its machinery with the exception of one side of its band mill. The latter will be kept in operation until logs and timber now on hand have been worked up. This company is engaged in the manufacture of spokes, rims and other wheel parts for the automobile industry. The management has made no statement as to the cause for shutting down the wheel plant, but it is understood that lack of orders is directly responsible for this course. Closing of the plant has thrown approximately 1,100 men out of employment. Some other woodworking plants here are curtailing operations, too, because of slack business, and are seizing the present opportunity to make extensive repairs. Even the box industry has slowed down considerably during the past two or three weeks. It represented the one bright spot in the situation in Memphis for a while after general lethargy manifested itself.

It may be noted, in connection with the general situation, that labor is more plentiful and that it can be had at considerably lower cost than heretofore. One of the largest manufacturers of hardwood lumber and veneers here, James E. Stark of James E. Stark & Company, has posted notice at his plant that nobody, in the unskilled class, will be paid more than \$3 per day. Mr. Stark is also authority for the statement that

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Color AND OTHER Texture
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 (SALES OFFICE AND MILL)

The Tegge Lumber Co.

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 Hardwoods and Mahogany

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OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

unskilled or common labor is applying for work at \$2.50 per day. Other manufacturers note both a more plentiful, as well as a somewhat cheaper, supply of labor. It is pointed out that this will not help the lumbermen, in the slightest degree, so far as lumber already on sticks is concerned, but it is emphasized that it will have an important bearing on the cost of production when there is general resumption of logging and manufacturing operations. Cost of feeding men and teams, too, is less than during the past two or three years because of the decline in the price of wheat, corn, oats, hay and other foodstuffs. The enormously high production costs, incident to advanced wages and advanced prices for foodstuffs, played an important part in bringing about the high cost of lumber itself and, with these elements coming down, lumber manufacturers can sell lumber on a substantially lower basis without sacrificing all of their profits when they begin manufacturing again in a large way.

BEAUMONT

Hardwood men in Texas seem to have come to the conclusion that there is no use to look for a market before beginning of the new year, and probably not until the latter part of January, when there is a rearrangement of personal credits.

While the uncertainty about the political future is largely removed, they point out that business was in such condition that no one thing or combination of things for that matter, could bring about normal conditions over night.

In studying the situation, hardwood men have to go no farther than the office of local furniture and automobile concerns to find out the cause for present conditions and the reason why they will continue until the attitude of the general public changed. They know that local furniture concerns have been cancelling orders for more than six months and this kicks back immediately on the man with the raw material. Auto concerns who six months ago could not get cars fast enough to fill their orders are now looking for business.

None of the hardwood men expects more than absolutely necessary orders during the remainder of the present year, consequently none of the mills which closed down for lack of business have made any arrangements to resume operations. Shipments will not go over 50 per cent normal, while production is far below that percentage.

LOUISVILLE

The situation in the hardwood trade is fair considering general conditions in nearly all lines. Business is quiet, and while there is some prospect of better buying during the latter part of this month, many operators are not expecting much improvement until after the first of the year, believing that business in the meantime will cover merely immediate needs of consumers, and that the general policy of waiting for lower markets will be adhered to. The furniture trades are buying hardly anything, and the same thing is true of the talking machine, automobile, interior trim and flooring lines. The piano trade has been buying fairly well. Veneers are in very fair demand, but panel business is hardly twenty per cent of what it was six months ago with some operators. In the hardwood market there is a little demand for poplar, gum and walnut, with some mahogany selling. Oak in all grades and thicknesses shows dullness. Ash is also rather dull, due to light demand from wheel, wagon and auto industries. Hickory is also quiet, the same being true of beech, sycamore, cottonwood, elm and other items. Poplar and gum are the two best sellers, but much cheaper in price. Low grades are moving very well to the box and crate people. Stocks in the hands of producers are good as a whole, and production is slowly easing off, producers not caring to overstock high production cost material without a good demand in sight.

MILWAUKEE

Dullness continues in the hardwood market. In fact, it is even more perceptible now than a fortnight ago. Buying is probably more limited in volume than for the last four years, the few requirements that are being placed being for the purpose of maintaining hand-to-mouth production by industries. The trend of prices remains easy and it is felt that further declines may ensue, for buyers are unusually determined not to make purchases except at concessions, and if these are not forthcoming, insist that they will wait until they can make their point.

Building operations in Milwaukee are practically at a standstill. The momentum remaining from the summer and early fall is rapidly being dissipated by the customary lull of early winter. In October, the value of permits issued was less than \$1,500,000, compared with \$2,650,000 in the same month a year ago. The price of lumber and other building materials is now a lesser factor than the continued disinclination of bankers to furnish funds to conduct such operations.

Hardwood lumber production in Northern Wisconsin is steadily being cut down by conditions, although the fact that the season is getting late naturally means the usual restriction of sawmill and planing mill operation. However, the industry has materially brought into closer limits its original schedules for woods work as well as sawing during the coming winter.

The result of the election, while discounted to some extent by the expected result, nevertheless has created a much better feeling in all lines of business than existed during the past six months, with the result that confidence is expressed all along the line that business will show steady betterment from this time forward.

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Eight words of ordinary length make one line. Headings count as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Two hardwood lumber salesmen. One for Chicago territory and the other for Detroit territory. Must be high class, capable and energetic. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

LUMBER INSPECTOR

Man familiar with the Northern hardwoods and Sound Wormy Chestnut. In answering give age, experience and references. State salary wanted. Address Box 707, care HARDWOOD RECORD.

WANTED

Young man assistant surveyor for field work in connection with our logging operations. Name former employer, experience, and salary to commence on, in first letter. Write HOUSTON BROS. Vicksburg, Miss.

WANTED—HARDWOOD LUMBER SALESMAN

For carload lots, Philadelphia and near-by towns. Must be competent, energetic, up-to-date young or middle-aged man of mature judgment, and thoroughly conversant with hardwoods. Will pay good salary or arrange on commission basis. Write full particulars, giving age, experience, references. Address Box 717, care HARDWOOD RECORD.

SALES MANAGER WANTED

We wish to secure the services of a first class sales manager. We want a man who is familiar with the hardwood lumber and veneer business, and capable of handling our output of four band saws, ten veneer saws, three rotary lathes and slicers. Salary \$5,000 to \$10,000 to begin with. Only high grade man need apply. Address GRAFTON JOHNSON, C. W. Talge, General Manager, Greenwood, Ind.

WANTED

To interview man about 35, having practical small or large hardwood timber and sawmill operating experience, with general all-around ability in selling and as executive. Have good business opening with large going concern. Prefer man with five or ten thousand dollars to invest, but must have successful, energetic man with good record. Apply quick, own handwriting, giving sufficient history of experience to enable us to judge whether personal interview would be desirable. Address Box 709, care Hardwood Record.

EMPLOYMENT WANTED

EXPERIENCED LUMBERMAN

Fifteen years sales, sales office, sawmill. Traveled Wisconsin, Illinois, Indiana, Michigan and Ohio. Want sales connection Chicago territory high grade mfr., wholesaler. Address Box 702, care HARDWOOD RECORD.

LUMBER FOR SALE

PHILIPPINE MAHOGANY

Can supply best grade, any quantity, promptly. ARROW TRADING CO., Seattle, Wash.

OAK FOR SALE

300,000' 4/4 No. 3 Common Oak. Will quote attractive prices. O. O. TICHENOR LUMBER CO., Owensboro, Ky.

WALNUT LUMBER FOR SALE

50,000 ft. 4/4 No. 2 C. & B. Walnut Lumber. W. E. VASBINDER, Daleville, Indiana.

FOR SALE

If you are interested in Hickory, Ash or Walnut logs or any kind of split Hickory or Oak, write J. M. WILSON, Pinehill, Texas.

HARD MAPLE

FOR SALE—8 cars 10/4 No. 1 Common & Better Hard Maple. CHAS. GILL LUMBER CO., Wausau, Wis.

QUARTERED WHITE OAK

Ready for prompt shipment, car each 1" and 1 1/2" seat stock, 3" and up wide, 18" and 20" long. INDIANA QUARTERED OAK COMPANY, Long Island City, N. Y.

FOR SALE

1 car 2 1/2" L. R. soft Indiana elm, shipping dry to dry.
1 car 3" elm, L. R., green to shipping dry.
J. H. BARCLAY LUMBER COMPANY, Bedford, Ind.

FOR SALE

1 car 3" Indiana White Ash L. R. dry.
1 mixed car 6/4, 8/4 and 10/4, White Ash L. R. dry.
J. H. BARCLAY LUMBER COMPANY, Bedford, Ind.

FOR SALE

Five hundred thousand feet fine Beech. Want to sell green. Can cut to your order. SCOTT COUNTY LUMBER COMPANY Box 149, Knoxville, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

WHITE ASH

FOR SALE—5 or 6 cars 8/4, 10/4 & 12/4, largely 12/4, No. 1 Common & Better Tough, second growth White Ash, flitch-sawed, good widths and lengths. Can furnish 100 M ft. more same thing, now sawing, or can cut any thickness desired. W. R. BUTLER & CO., Boston, Mass.

WARREN ROSS LUMBER CO., BAND MILL AND YARD at Jamestown, N. Y.

We are running our mill continuously, manufacturing all kinds of hardwoods, and maintain a complete stock here and at the mill of mahogany. Also all Northern and Southern Hardwoods. Send us your inquiries and orders.

FOR SALE—CHERRY

1 car 1" No. 1 Common
1 car 1 1/4" No. 1 Common
1 car 1" No. 2 Common
1 car 2" No. 2 Common

Also fair stock other grades and thicknesses 1" to 4". Pine Stock. One year and older, immediate shipment. Address Box 697, care HARDWOOD RECORD.

FOR SALE

2 cars 4/4 No. 3 Com. Mixed Hardwoods.
3 cars 6/4 No. 3 Com. Mixed Hardwoods.
3 cars 4/4 No. 3 Com. Oak.
5 cars 4/4 Log Run Soft Elm.
3 cars 4/4 No. 2 Com. Soft Elm.
Dry, band sawed. Can resaw or surface.
R. H. WHALEY LUMBER CO., St. Louis, Mo.

LUMBER WANTED

WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.
GEO. W. HARTZELL, Piqua, Ohio.

WHITE ASH

Wanted—Tough White Ash, either in the log, lumber or dimension.
S. N. BROWN & CO., Dayton, O.

WANTED

Hickory Green Flitch, No. 2 C. & Btr.
Wagon Poles—Oak or Ash, 13 feet long.
Wagon dimension stock.
WILLIAM MERKEL, Irvington, N. J.

MAPLE WANTED

We are in the market for one carload of 15,000 feet of 4/4 No. 2 C. & BTR. Hard Maple, to run approximately as follows: 10% to 15% FAS, 50% No. 1 C., 35% to 40% No. 2 C. Quote lowest price F. O. B. cars dry. Address Box 714, care HARDWOOD RECORD.

WANTED TO BUY FOR CASH AGAINST DOCUMENT

Red and Sap Gum in all thicknesses.
4/4, 5/4, 8/4 Poplar, all grades.
Quote price f. c. b. shipping point.
SOUTHERN LUMBER COMPANY, Jamestown, N. Y.

LUMBER WANTED FOR CASH

5 cars 1", 1 1/2" and 2" Poplar.
10 cars 1" to 4" Ash.
6 cars 1", 1 1/4" and 1 1/2" Oak.
4 cars 1" Elm.
Prefer FAS and No. 1 C., but can use some No. 2 C. Will make mill inspection and pay cash less 2%. Prices must be in line with present values.
JOHN I. SHAFER HARDWOOD COMPANY, South Bend, Ind.

DIMENSION STOCK FOR SALE

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces

1 car 5" and 5 5/8" wide by 17 to 27" long.

1/8" Birch Filler Stock

2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

FOR SALE

- 30,000 pieces Hickory Squares 1 3/8"x1 3/8"x 12" to 16".....\$20.00
5,000 pieces Hickory Squares 1 3/4"x1 3/4"x 11" to 16"..... 30.00
20,000 pieces Hickory Squares 1 1/2"x1 1/2" 5 1/2" 9.00
5,000 pieces Hickory Squares 1 1/8"x1 1/8"x 5 1/2" 5.00
2 cars Log Run Hickory Plank 6 1/4" and 8 1/4", Virginia and West Virginia.... 60.00
1 car Log Run Hickory Plank 7 1/4", West Virginia 75.00
3 cars Log Run Hickory Plank, will cut to order (North Carolina)..... 85.00
Hickory Squares in sizes from 1" to 2"x12" to 22", chiefly from good, clean N. C. stock.
Dogwood Squares 3 1/4", 7/8", 1 1/8" and 1 1/4"x12", 14" and 16".
5 cars Persimmon in log, can cut two cars to order.
3 cars Ash, No. 2 C. and No. 1 C., 6 1/4" and 8 1/4", tough Ohio stock.
4 cars Ash, in any grade, N. C. stock, will cut to order.

ALFRED P. BUCKLEY,
100 Parkway Bldg.,
Philadelphia, Pa.

LOGS WANTED

WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LOGS WANTED

We are in a position to cut to order 100,000 feet of choice Hard Maple logs, 100,000 feet of choice Rock Elm logs, 100,000 feet of choice Soft Elm logs. Address Box 718, care HARDWOOD RECORD.

TIMBER LANDS WANTED

WANTED—TIMBERLANDS & INCOME PROPERTIES

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

TIMBER LANDS FOR SALE

15,000 acres Virgin Pine; logging conditions good; well blocked on railroad; price in fee \$28 per acre.

40,000,000 feet Virgin Pine in Alabama on railroad. Good logging. \$5.50 per M.

40,000 acres Hardwood Timber, estimated 7,500 feet per acre. Location ideal. Logging condition good. Fine agricultural land. In fee \$36.00 per acre.

50,000 acres Hardwood Timber, estimated 6,000 feet per acre, \$20.00 per acre.

For Sale by

GUARANTY SECURITIES CO.,
American Bank Bldg.,
Shreveport, La.

WAGON STOCK WANTED

DIMENSIONS WANTED

WAGON STOCK—10,000 Wagon Tongues, 2 1/4"x4"x4 1/2" 12 ft of oak or ash. 20,000 axles 3 1/2"x4 1/2" to 4 1/2"x5 1/2" 6 ft. of hickory. 25,000 Bolsters 3 1/2"x4 1/2", 3 3/4"x4 3/4" oak, 3 3/4"x3 1/4" all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

BUSINESS OPPORTUNITIES

FOR SALE

15,000 capacity circular Hardwood Enterprise Mill equipped with Knight Dogs, full set of machinery, consisting of 3-saw edger, 16-foot trimmer, and large undercut cut-off saws. All machines American latest make and practically new. Seventy-five horsepower firebox boiler. Sixty horse Skinner engine, together with 5 acres of land lying on railroad right-of-way in town, two squares from depot. Can get 10 acres more for larger mill site if desired. Deep well with fine water and foundations to stack 1,000,000 feet of lumber. Have 25,000,000 feet of hardwood stumpage and can deliver 25,000,000 feet additional stumpage. Reason for selling bad health. Can make delivery by December 1st. Address BOX 71, Kountze, Tex. (639)

MACHINERY FOR SALE

FOR SALE

No. 3 Pioneer Black Bros. Moulding Sander.
FRED G. JONES & CO.,
Brook and A Streets,
Louisville, Ky.

FOR SALE

2 80 H. P. Boilers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"
FISHER LUMBER CO. Kewanee, Mo.

FOR SALE

One complete 8 ft. Clark Band Mill, located Fogg, West Va.

and

One 6 ft. Fay & Egan Band Mill with power plant, located Orange, Virginia. For prices and specifications, write THE WEST VIRGINIA TIMBER CO., Orange, Va.

ONE 20-TON NARROW GAUGE 6-WHEEL

Locomotive. One 60-ton, 8 drivers. Also one 40-ton, 6 drivers. Will stand all I. C. C. and Federal requirements. For Price and other information write H. C. WELLER COMPANY, Jacksonville, Fla.

FOR SALE

No. 55 S. A. Woods Machine Co. 30-in. Double Planer. R. F. KLEINGINNA, Hamor St., Du Bois, Pa.

FILING ROOM OUTFIT

FOR SALE—Complete single or double filing room outfit for band mill. GEBOTT MANUFACTURING CO., Big Rapids, Mich.

FOR SALE

500 Tons of 56-lb. Relay Rail. With angle bars to match, shipping point, West Point, Ga. Immediate delivery. For prices write H. C. WELLER COMPANY, Jacksonville, Fla.

FOR SALE

- 3—new A1 20th Century saw mills 2 15/16 mandrel, 16' carriage, 3 blocks set out work, double acting set work, rope feed Heacock belt drive.
2—new Vance 3 saw edgers, 14" solid saws.
1—6 1/4"x8" D. C.-D. F. D. hoist with boiler reversible engines.
1—7"x10" Lambert D. C.-S. F. D. skeleton hoist.
1—7"x10" Mead Morrison D. C.-D. F. D. skeleton hoist.
1—12"x14" D. C.-S. F. D. skeleton hoist.
1—10"x12" Lidgerwood cableway outfit complete.
1—54"x16' H. R. T. boiler lap seam, double riveted.
2—60 x16' H. R. T. boilers, butt joint triple riveted.
2—66"x16' H. R. T. boilers, lap seam double riveted.
2—72"x16' H. R. T. boilers, lap seam double riveted.
1—72"x18' H. R. T. boiler, lap seam triple riveted.
1—35 H. P. locomotive type boiler on wheels.
1—8"x10" Erie City center crank throttling governor engine.
1—10"x12" Erie City center crank throttling governor engine.
1—10"x16 Adam side crank throttling engine.
1—16"x20" H. S. & G. side crank throttling engine.
1—16"x22" Atlas side crank throttling engine.
1—16"x20" Valley Iron Works throttling engine.
2—18"x24" Atlas side crank throttling engine.
1—24"x48" Hardie Types heavy duty Corliss.
1—28"x48" Philadelphia Corliss engine.
1—400 H. P. Rust water tube boiler complete.
3—300 H. P. Heine water tube boilers.
2—350 H. P. Henry Vogt water tube boilers.
2—10"x14" Baldwin standard gauge dinkey locomotives.
2—9"x14" Davenport 36" gauge saddle tank locomotives.
1—8"x15" American 4 sided planer and matcher.
1—12,000 gallon steel tank on 40' steel tower.
1—42" Fay Egan self feed rip saw.
1—Rowley & Hermance self feed circular rip saw.
1—9' Stearns complete band saw mill outfit.

CHAS. T. LEHMAN, BIRMINGHAM, ALA.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

MACHINERY WANTED

WANTED—PONY BAND SAW MILL
Complete outfit, motor power preferred.
Address Box 716, care HARDWOOD RECORD.

WANTED

6 or 7 ft. Band Saw Mill in first class condition. If you have such a one for sale, give name of manufacturer, length of time in use, how long idle, where it can be seen, and price.
Address Box 710, care HARDWOOD RECORD.

MACHINERY WANTED

Wanted to buy used good condition, 1 small sash tenoner, 1 small sash chain mortiser for use in job shop. Address COMMERCIAL SASH & DOOR CO., Pittsburgh, Pa.

RAILS FOR SALE

RAILS FOR SALE

50 track miles 75# A. S. C. E., Section Re-laying Tee Rails with full complement angle bars, available for prompt shipment. Free delivery on Texas & Pacific Railroad in Louisiana or Texas.

A. MARX & SONS

643 Tchoupitoulas St. New Orleans, La.

LOGGING EQUIPMENT for SALE

FOR SALE

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

10,000 PAIR NEW ANGLE BARS AND

Splice bars for all section rails.
10 miles 56- and 60-lb. tee rails.
10 miles 40-lb. tee rails.
5 miles 16- and 20-lb. tee rails.
36 No. 42 Type Kilby 40,000 capacity logging cars; also flat cars.
Locomotives—All types, gauges and sizes.
500,000 feet assorted size wrought-iron and cast-iron water and steam pipe.
Skidders—Log Loaders—Hoisting Engines—Wire Cable and Blocks.
Electric Motors and Generators, all sizes and types.
Sawmill Machinery and Supplies of every kind and character.
200,000-lb. 7/16 B. B. Coil Chains, suitable for logging purposes.
Round and Cylindrical Tanks for storage and other purposes.
2,000 tons new bar iron, round, squares and flats.
Pulleys—Hangers—Shafting—General line of transmission machinery.
Inquiries solicited; everything in stock ready for prompt shipment.

A. MARX & SONS, 643 Tchoupitoulas Street,
New Orleans, La.

LUMBER FOR SALE

We have at our Thayer, West Va., mill the following lumber, dry, for quick shipment:

8/4 Sound Wormy Chestnut.....	3 cars
8/4 Export and Better Oak.....	1 car
4/4 Log Run Basewood.....	2 cars
6/4 Flitch Hickory.....	1 car
4/4 Log Run Poplar.....	3 cars
6/4 Log Run Beech.....	5 cars

DUNFEE LUMBER COMPANY
CHARLESTON, W. VA.

300,000 Feet

8/4 NUMBER 2 AND BETTER,
Mixed Red and White Oak Lumber
on stick at Higginson, Arkansas; Bradford, Arkansas, and West Point, Arkansas.

Write ACME BOX COMPANY, Omaha, Neb.

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: HolzmueUler, Hamburg

WOOD BROKERS & AGENTS

CHR. BRUNN

Dealer and Agent in

Hardwood and Pine Lumber and Logs
HELLERUP-COPENHAGEN
DENMARK

Present address to Nov. 15, Hotel Aster, New York, N.Y.
Cable Address: "Mahogany"

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

WRITE

Hardwood Record
for information about the
Bulletin Service
It will interest you

LUMBER WANTED

WE WANT TO BUY

Chestnut, Plain Oak, Red and Sap
Gum in the grades of 1s and 2s and
No. 1 Common, mostly 4/4.

Quote prices New York

BOYD-SINCLAIRE LUMBER CO
30 Church Street NEW YORK

We Want to Buy for Cash

HARDWOODS

— AND —

WHITE PINE

BUTZ LUMBER CO.

I. O. O. F. Building WILMINGTON, DEL.

MISCELLANEOUS

Sawmills

woodworking concerns, veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D.
CHILDS & CO.
CHICAGO

We also make
Time Checks, Stencils
and Log Hammers



HARDWOODS FOR SALE

LUMBER

ASH

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", 60% 14-16", 5 mos. dry. BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 C. & BTR., 4/4-16/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4 & 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., white, 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 12/4". GRISMORE HYMAN CO., Memphis, Tenn.

NO. 3 & BTR., 4/4 & 8/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL GRADES, 4/4" & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 2 C. & BTR., 4/4"; NO. 3 C., 4/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C., 4/4", reg. widths. & lgths.; COM. & BTR., 10/4", reg. widths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4 & 8/4", reg. widths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4, 5/4, 6/4 & 8/4". TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. widths. & lgths.; LOG RUN, 8/4", reg. widths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. widths. & lgths., 4-6 mos. dry; NO. 1 C., white, 4/4, 5/4, 6/4, 8/4 & 10/4", reg. widths. & lgths., 4-6 mos. dry; NO. 2 C., white, 4/4, 5/4, 6/4 & 8/4", reg. widths. & lgths., 4-6 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BASSWOOD

FAS, 4/4 & 8/4", reg. widths. & lgths., thoroughly dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 6/4", 2 yrs. dry; NO. 1 C. & BTR., 4/4, 5/4 & 6/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 10/4 & 12/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 5/4". NO. 3, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & BTR., 4/4 & 6/4"; NO. 2 C., 4/4 & 8/4"; NO. 3 C., 8/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 & BTR., 10/4", reg. widths. & lgths., 8-10 mos. dry; NO. 2 & BTR., 8/4, 5/4 & 4/4", reg. widths. & lgths., 6-8 mos. dry; NO. 2 & BTR., 6/4", reg. widths. & lgths., 8-10 mos. dry. WHEELER TIMLIN LUMBER CO., Wausau, Wis.

NO. 1, 2 & 3 C., 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BEECH

LOG RUN, 4/4, 6/4". ANDES NICELY LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4/4-12/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4". CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 4/4, 5/4, 8/4 & 10/4", good widths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 4/4-12/4", 60% 14 & 16", 5 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., 5 mos. dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

HIGH grade 10/4 & 12/4", 4/4, 5/4, 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 5/4, 6/4 & 10/4", reg. widths. & lgths., 6-8 mos. dry. WHEELER TIMLIN LUMBER CO., Wausau, Wis.

NO. 2 & BTR., 4/4", good widths. & lgths. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-8/4", reg. width., std. lgths., 2 yrs. dry; NO. 2 C., 4/4", reg. widths. & lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 2 & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C., 6/4-8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

BUTTERNUT

NO. 2 & BTR., 4/4", reg. widths. & lgths., 4 mos. dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

CHESTNUT

NO. 1 C. & SEL., 4/4 & 8/4", thoroughly dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

SD. WORMY & NO. 2 C., 4/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 5/4-16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4 & 6/4"; SD. WORMY, 4/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

SD. WORMY, NO. 3 C., 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

COTTONWOOD

FAS & NO. 1 & 2 C., 4/4", 60% 14 & 16", 5 mos. dry. BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 & BTR., 4/4, 5/4, 6/4". CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4", 12" and up wide. YUSTIN HDWD. & CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. widths. & lgths. NICK- EY BROS., INC., Memphis, Tenn.

FAS, 4/4", 13" & up, reg. lgths.; NO. 3 C., 4/4", reg. widths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SHOP & BTR., 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4 & 6/4", good widths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SHOP, 4/4", reg. widths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4, 5/4"; SEL., 4/4 & 5/4"; NO. 2 SHOP, 4/4"; NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4 & 6/4"; PECKY, 4/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

NO. 1 SHOP, 4/4", kiln dried. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

SEL., 4/4 & 5/4", reg. widths. & lgths.; NO. 1 SHOP, 4/4", reg. widths. & lgths.; NO. 1 C., 4/4", 6, 8 & 10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10 & 12", reg. lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths. & lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

NO. 3 C. & BTR., 5/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4, 6/4, 8/4, 10/4 & 12/4", 60% 14 & 16", 5 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C. & BTR., 4/4"-12/4", reg. widths. & lgths., 3 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4 & 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, mostly NO. 1 & 2 C., 6/4", reg. widths. & lgths., 3-8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 6/4", reg. widths. & lgths., 6 mos. dry. JEROME HARDWOOD LUMBER CO., Jerome, Ark.

LOG RUN, 4/4"; FAS, NO. 1 C., both 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 4/4, 6/4 & 8/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 3/4", wide stock; NO. 2 C. & BTR., 4/4"; NO. 1 & 2 C., 6/4"; NO. 3 C., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 4/4, 6/4 & 12/4", reg. widths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN, 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

LOG RUN, 4/4 & 10/4", reg. widths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", 60% 14 & 16", 5 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 3, 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

GUM—PLAIN RED

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4", reg. widths. & lgths., 4 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4"; NO. 2 C., 4/4 & 6/4". CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. & SEL., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4 & 6/4", reg. widths. & lgths., 5 mos. dry. JEROME HDWD. CO., Jerome, Ark.

NO. 2 & BTR., 4/4", good widths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 5/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., all 4/4"; NO. 1 C. & BTR., 6/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 1 C., 4/4", kiln dried. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 2 C. & BTR., 4/4 & 5/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4"; NO. 1 C. & BTR., s.n.d., 8/4-16/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 6/4", reg. widths. & lgths., 4 mos. dry; NO. 1 C., 6/4 & 8/4", reg. widths. & lgths., 4 mos. dry, s.n.d.; FAS, NO. 1 C., both 4/4", reg. widths. & lgths., 4 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

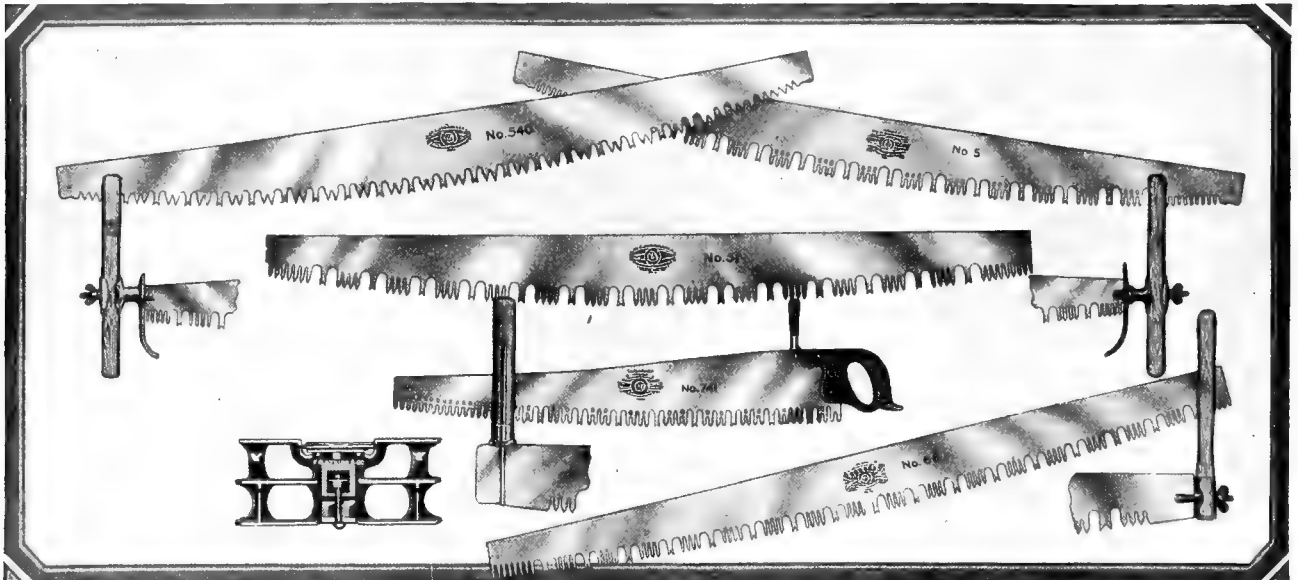
NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4"; NO. 1 & BTR., s.n.d., 4/4, 5/4, 6/4 & 8/4". CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 8/4", reg. widths. & lgths., 8 mos. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., s.n.d., 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4", reg. widths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

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there's an ATKINS Silver Steel Saw for every use. We manufacture the most complete line of Cross-Cut Saws in the world, and they are "Segment Ground," which means that they will do your work easier, quicker, better, and with less set. Segment Grinding is an Atkins patented feature; that's what makes us say

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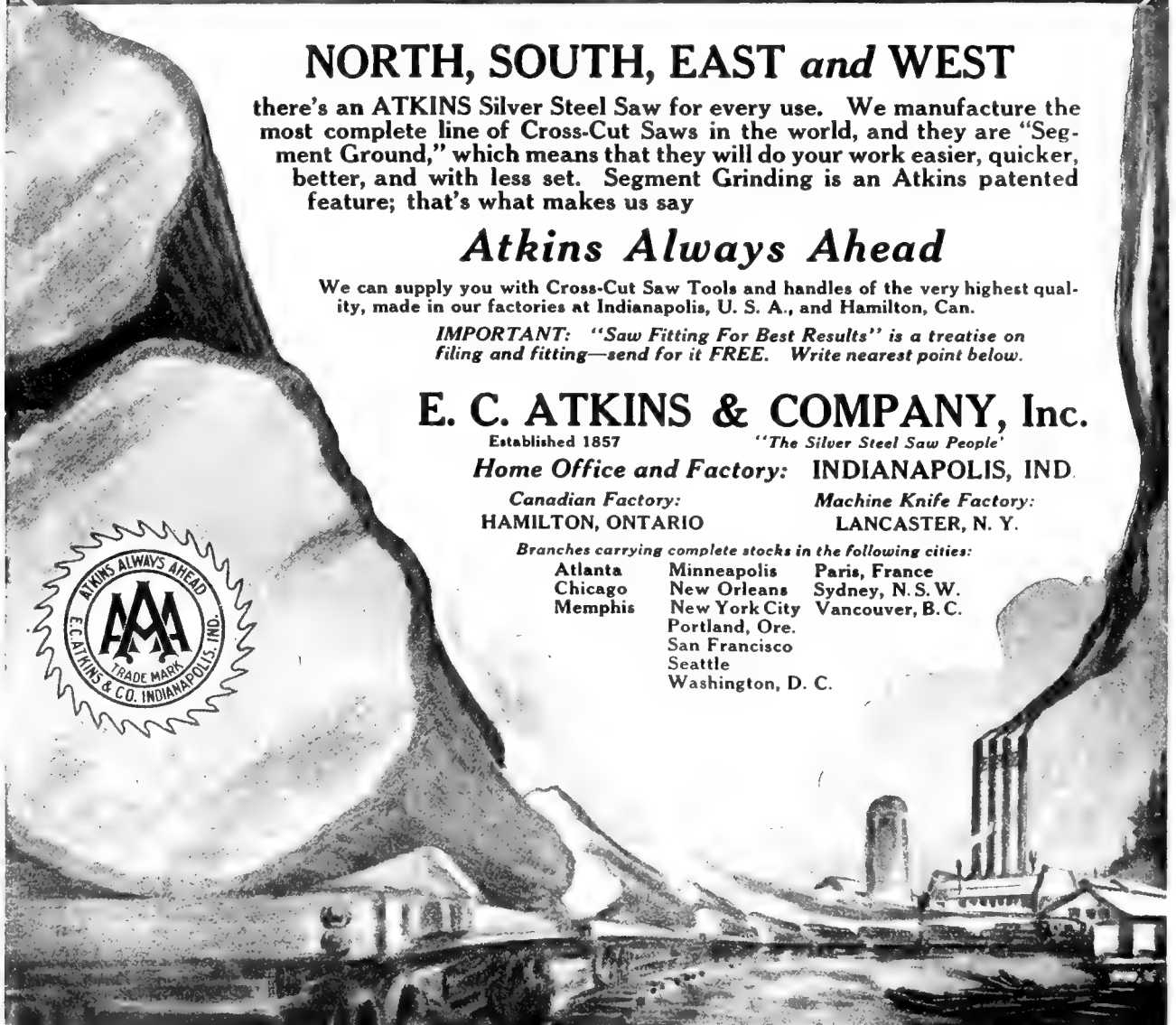
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	San Francisco	
	Seattle	
	Washington, D. C.	



NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., qtd., 5/4", reg. wdths. & lgths., 4 mos. dry; **NO. 1 C. & BTR.,** pl., 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 5/8-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., pl. & qtd., all 4/4", 60% 14 & 16", 3 mos. dry; **BOX BDS.,** pl., 4/4", 13-17, 11-16", 3 mos. dry; **DOG BDS.,** pl., 5/4" av., 5 mos. dry. BREECE MANUFACTURING CO., Portsmouth, Ohio.

NO. 1 C. & BTR., qtd., 3/4", reg. wdths. & lgths., 2 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

BOX BDS., 4/4", 9-17; NO. 1 & BTR., 4/4, 5/4, 6/4 & 8/4"; NO. 1 & 2 C., 4/4, 5/4, 6/4 & 8/4". CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR., qtd., 8/4", reg. wdths. & lgths., 3-6 mos. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 6" & up. ran. lgths., 5 mos. dry; FAS, 4/4 & 6/4", 6" & up. ran. lgths., 4 mos. dry. JEROME HARDWOOD LUMBER CO., Jerome, Ark.

NO. 2 C. & BTR., 4/4 & 6/4", good wdths. & lgths., 4 mos. dry; **DOG BDS., 6/4 & 8/4",** good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., NO. 2 C., both 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., s.n.d., 4/4, 6/4 & 8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

FAS, pl., 5/8 & 4/4", reg. wdths. & lgths.; **NO. 1 C., 4/4",** reg. wdths. & lgths.; **BOX BDS., 4/4", 13-17, reg. lgths.; NO. 1 C. & BTR., qtd., 8/4",** reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., pl., 4/4"; NO. 1 C. & BTR., qtd., 4/4-12/4". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4"; NO. 2 C. & NO. 3 C., both 6/4"; NO. 1 C. & BTR., qtd., 4/4". UTLEY-HOLLOWAY CO., Chicago.

NO. 3 C., 4/4", reg. wdths. & lgths.; **NO. 1 C. & SEL., 5/4",** reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., pl. & qtd., black, both 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS, NO. 1 C., NO. 2 C., all pl. & qtd., red, 4/4", 3 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 2 C. & BTR., pl. & qtd., red & sap, 4/4 & 8/4"; **NO. 2 C. & BTR.,** tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., tupelo, 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

FAS, COM. & BTR., tupelo, both 4/4"; **COM. & BTR., 4/4", S2S & RS; NO. 1 C., 4/4, LAMB-FISH LUMBER CO.,** Charleston, Miss.

NO. 2 & BTR., black, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4", tupelo. MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, pl. & qtd., black, 4/4", 60% 14-16", 8 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

LOG RUN, 4/4". NICKEY BROTHERS, INC., Memphis, Tenn.

HICKORY

LOG RUN, 4/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

LOG RUN, 8/4", reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 & BTR., 8/4", good wdths. & lgths., 6 to 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

MAGNOLIA

NO. 1 & BTR. and NO. 2 C., both 4/4". CORNELIUS LUMBER CO., St. Louis, Mo.

MAHOGANY

ANY thickness, all grades. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4, 6/4, reg. wdths. & lgths., 4 to 6 mos. dry, 90% hard. AMERICAN COLUMN & LUMBER CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4, 8/4, 10/4; NO. 3, 4/4, 5/4, 8/4"; HIGH GRADE, qtd., 4/4. JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 3 C., 4/4, 8/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4". JACKSON & TINDLE, INC., Buffalo, N. Y.

LOG RUN, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 12/4", kiln dried. TUSTIN HDWD. LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4", good wdths. & lgths.; **NO. 2 C., 4/4",** good wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN RED

NO. 2 C. & BTR., 5/8-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4". GEORGE C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 4/4, 3/4"; NO. 2 C., 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 12/4". BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8, 3/4"; NO. 2 C., 5/8, 3/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & NO. 2 C. and SD. WORMY, both 4/4", reg. wdths. & lgths., 3 to 8 mos. dry, band sawn. GOODLANDER-ROBERTSON LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". GRISMORE-HYMAN COMPANY, Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., 6 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

FAS, 4/4"; FAS, 5/8", 12" & up; NO. 1 C. & SEL., 5/8, 1/2". LIVERPOOL HARDWOOD CO., New York, N. Y.

NO. 1 C. & BTR., 4/4" PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 4/4-16/4", reg. wdths. & lgths., dry; **NO. 1 C., 4/4-16/4",** reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, NO. 1 C. & NO. 3 C., SD. WORMY, all 4/4" UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; **FAS, 6/4 & 8/4",** reg. wdths. & lgths.; **NO. 3 C., 4/4",** reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS, 5/8, 3/4 & 4/4", reg. wdths. & lgths.; **NO. 1 C., 5/8, 4/4, 5/4 & 6/4",** reg. wdths. & lgths.; **NO. 2 C., 4/4",** reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., 4/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4". LIVERPOOL HARDWOOD CO., New York, N. Y.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, 5/8", reg. wdths. & lgths.; **FAS, 3/4",** reg. wdths. & lgths.; **NO. 1 C., 3/4",** reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 4/4-8/4", reg. wdths. & lgths., dry; **NO. 1 C., 4/4-8/4",** reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

FAS, NO. 1 C., both 4/4, 5/4 & 6/4", reg. wdths. & lgths.; **NO. 2 C. & 3 C., 4/4",** reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C., NO. 2 C., both 4/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

NO. 1 C., 3/4 & 4/4"; NO. 3 C., 3/4", NO. 2 C., 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8"; NO. 2 C., 5/8". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & SEL., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LUMBER CO., Jerome, Ark.

FAS, NO. 1 C. & NO. 2 C., all 4/4", reg. wdths. & lgths., 6 mos. dry; **NO. 1 C. & BTR., 12/4",** reg. wdths. & lgths., 6 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

FAS, 4/4 & 5/8"; NO. 1 C., 4/4 & 5/8"; NO. 1 C. & SEL., 3/8 & 1/2". LIVERPOOL HARDWOOD LUMBER CO., New York, N. Y.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 5/8-16/4", reg. wdths. & lgths., dry; **NO. 1 C., 5/8-16/4",** reg. wdths. & lgths., dry; **NO. 2 C., 4/4 & 5/4",** reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., NO. 2 C., 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

FAS, 4/4 & 5/4", reg. wdths. & lgths.; **NO. 1 C., 5/8, 4/4 & 5/4",** reg. wdths. & lgths.; **NO. 2 C., 4/4",** reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

FAS, 4/4", reg. wdths. & lgths., thoroughly dry, soft texture. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4"; NO. 1 C., 4/4 & 8/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4 & 6/4", reg. wdths. & lgths., 3-8 mos. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & FAS, both 4/4"; NO. 1 C. & SEL., 3/8, 1/2, 5/8", 3-9". LIVERPOOL HARDWOOD LUMBER CO., New York, N. Y.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

FAS, 3/8, 5/8", reg. wdths. & lgths.; **NO. 1 C., 5/8, 3/4 & 6/4",** reg. wdths. & lgths.; **NO. 1 C. & BTR., strips, 4/4", 6/4 & 8/4",** reg. lgths. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". PRITCHARD-

WHEELER LUMBER CO., Memphis, Tenn.
FAS, 3/4-12/4", reg. wdths. & lgths., dry;
NO. 1 C., 3/4-8/4", reg. wdths. & lgths., dry;
NO. 2 C., 4/4 & 5/4", reg. wdths. & lgths., dry.
 J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C. & BTR., 4/4", reg. wdths. & lgths.;
NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.
NO. 1 C., 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.
FAS, 5/8, 3/4, 4/4", reg. wdths. & lgths.;
NO. 1 C., 5/8", 3/4, 4/4, 5/4 & 6/4", reg. wdths. & lgths.;
NO. 1 C., 4/4", 10" & up, reg. lgths.;
NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 3, 4/4"; white planking, 3x6 & 3x8. ANDES-NICELY LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR., pl. 4/4 & 5/4", reg. wdths. & lgths., 4 mos. dry; **SD. WORMY**, **NO. 1 C. & BTR.**, 3/4, 4/4 & 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 2 C. & BTR., pl. R. & W., 4/4". BELL-GRADE LUMBER CO., Memphis, Tenn.
SD. WORMY, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, **NO. 1 C.**, **NO. 2 C.**, all pl. R. & W., 4/4, 5/4, 6/4 & 8/4". CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 3 C., 5/8". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C. & BTR., pl. & qtd. R. & W., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 & BTR., 4/4", good wdths. & lgths., 4 mos. dry; **SD. WORMY**, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SD. WORMY, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 5/4", 60% 14 & 16", 8 mos. dry. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

NO. 3 C., 4/4", reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

CLR. STRIPS, qtd. R. & W., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

SD. WORMY, **NO. 3 C.**, both 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

POPLAR

PANEL & NO. 1 C., 4/4 & 5/4", 18-23, 70", 14 & 16", thoroughly dry, soft yellow; **FAS**, 4/4, 5/4 & 6/4", 6-17, 70% 14 & 16", thoroughly dry, soft yellow. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

LOG RUN, 4/4". ANDES NICELY LUMBER CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
LOG RUN, 4/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 4-6 mos. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

SEL. & BTR., 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., qtd., 4/4", 60% 14 & 16", 4 mos. dry, band sawn; **NO. 2 C. & BTR.**, pl. 4/4 & 6/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LUMBER CO., Memphis, Tenn.

SAPS, 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 5-8-16 1/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 4/4", reg. wdths. & lgths., 3-6 mos. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, pl. 6/4 & 10 1/4", reg. wdths. & lgths., 6 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

LOG RUN, 4/4, 10 1/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 1-11". MEMPHIS BAND MILL CO., Memphis, Tenn.

WALNUT

NO. 1 C. & BTR., 4 1/4". LIVERPOOL HARDWOOD CO., New York, N. Y.

WILLOW

NO. 1 C., **NO. 2 C.**, both 4/4", reg. wdths. & lgths., 6 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

MISCELLANEOUS

DIMENSION STOCK

OAK, 2x2-19 clr., 1 1/4x1 1/4 clr., 19", 1 1/2x1 1/2 19" clr., 1 1/4x2, 36 & 40 clr., 2x2-30 clr.; **GUM**, 2x2, 2 1/2x2 1/2-30 clr.; 3x3-30; wagon stock, **NO. 1 OAK** reaches, 2x4-10". C. B. COLBORN, Memphis, Tenn.

YELLOW PINE

LOG RUN, 4/4 & 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

CRATING

HDWD. & SOFT WOOD—good supply. MASON-DONALDSON LUMBER CO., Rhineclander, Wis.

FLOORING—MAPLE

CLR., **NO. 1** factory, all 1 1/2x2 1/4, 1 1/2x3 1/4, 1 1/2x2, 1 1/2x2 1/4. STRABLE LUMBER & SALT CO., Saginaw, Mich.

VENEER—FACE

ASH

1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; **LOG RUN**, 1/16", 6-36", 36-86"; **LOG RUN**, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/18", 6-36", 57-62"; **LOG RUN**, 1/20", 6-36", 38-96"; **LOG RUN**, 1/24", 6-36", 92"; **LOG RUN**, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

CHERRY

1/20-1 1/2". HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

ROTARY CUT, single ply, 1/20, 4"-24", 18-72", 1/13", 4"-24, 18-72", 1/11", 4"-24, 18-72", 1/9", 4"-24, 18-72", 1/7", 4"-24, 18-72", 1/6", 4"-24, 18-72", machine dried. FLORA AMERICAN PLYWOOD CO., New York, N. Y.

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. ASTORIA MAHOGANY COMPANY, INC., Chicago and New York City.
ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/2-1 1/2"; **PL.**, 1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.
LOG RUN, 1/12", 6-36", 54 & 68"; **LOG RUN**, 1/16", 6-36", 62-98"; **LOG RUN**, 1/20", 6-36", 48-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

POPLAR

1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL LOG RUN, 1/16", 6-36", 74 & 86"; **LOG RUN**, 1/28", 6-36", 74"; **LOG RUN**, 1/32", 6-36", 74". CHICAGO MILL & LBR. CO., Chicago, Ill.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

AEROPLANE grade, steamed, 4/4, 6-9 3/4" wide, std. lgth., 2 yrs. dry. A. J. HIGGINS LUMBER & EXPORT CO., New Orleans, La.

ANYTHING in walnut veneers, sliced, half round, rotary cut and butt walnut. PICKREL VENEER CO., New Albany, Ind.

WOOD MOSAIC CO., INC., Louisville, Ky.

CROSSBANDING AND BACKING BIRCH

1/48", 58-74", 13-28". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS BIRCH

ROTARY CUT, 1 & 2 S. 3 ply, 3/16", 16-19", 17-24", 1/4", 12"-36, 30"-72, 3/8", 12-36", 30-72", 7/16", 14-30, 42-72", 1/2", 14-30, 14-72", machine dried; **TRIM**, 1 & 2 S. 3 ply, 1/4", 14-16", 11-72", 5/16"-3/8", 4"-16, 11-72", machine dried. FLORA AMERICAN PLYWOOD CO., New York, N. Y.

GUM

ROTARY CUT, 1 & 2 S. 3 ply, 1/8", 14-58", 20-84, 3/8", 14-56, 22-78"; **TRIM**, 3/16-1/4", 4-16, 11-72; **TRIM**, 3 ply, 1 & 2 S. 5/16-3/8, 4"-16, 11-72", machine dried. FLORA AMERICAN PLYWOOD CO., New York, N. Y.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

KILN DRIED OAK

4-4 No. 1 and 2 common plain white or red oak in straight or mixed cars or mixed cars with oak flooring.

Inspection and measurement after the lumber has been through the dry kiln—you know what this means.

WRITE FOR PRICES

TENNESSEE OAK FLOORING CO.
NASHVILLE, TENNESSEE

STRONG AS THE ROCK



Made under U. S. patent

Monite Waterproof Glue

represents proved superiority. MONITE satisfies all the requirements in glue, namely:

Strength

Dependability

Unchanging Adhesion in All Weathers and Climates

Uniformity

Heat and Water Resistance

The product of years of research and experiment, MONITE offers new and greater value—the best waterproof glue obtainable in America. It can be adopted with confidence in every branch of the woodworking industry.

Write for our booklet—let us submit prices and samples. Our skilled demonstrators are at your service

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GENEVA, ILL.

136 West Lake Street, CHICAGO, ILLINOIS

Successors to CERTUS COLD GLUE COMPANY, Detroit, Michigan

Representatives and stocks at

ST. LOUIS

DETROIT

MINNEAPOLIS

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Distributors for South and West

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Canadian Distributors

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Toronto, Canada

MONITE WATERPROOF GLUE

CHICAGO



The World's Greatest Lumber and Woodworking Center

GALLOWAY PEASE LUMBER COMPANY

Manufacturers

Southern Hardwood Lumber

4 quarter No. 1 C&S Plain White Oak... 55,000 ft.
4 quarter No. 2 C&S Plain White Oak... 75,000 ft.
4 quarter No. 1 C&S Plain Red Oak... 50,000 ft.
4 quarter No. 2 Common Plain Red Oak... 100,000 ft.
8 quarter Common & Better Ash... 75,000 ft.
4 quarter No. 3 Mixed Oak... 100,000 ft.

CHICAGO, ILLINOIS

Fisher Building

MILLS

Poplar Bluffs, Mo.

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE
1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

SEND US Your
Next Inquiry for

W. W. Brown

NORTHERN
HARDWOOD SALES
COMPANY

345 Old Colony Bldg.

Phone Wabash 1303

BIRCH
3/4" No. 1 Com. & Btr. 3 cars
1 1/4" No. 1 Sel., kiln dr'd. 3 cars

BIRCH
1" FAS 35-40% No. 1 Com.,
kiln dried 2 cars
6/4" FAS, 35-40% No. 1
Com., resawed 3 cars

BASSWOOD
1" No. 1 Com., very dry.. 3 cars
RED OAK
1" FAS, kiln dried..... 3 cars

WHITE OAK
1" FAS, kiln dried..... 2 cars
MIXED RED & WHITE OAK
Log Run 300,000'

HEMLOCK
1 1/4" No. 3 Sel. 5 cars

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building
BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

L. D. LEACH & CO.

343 South Dearborn Street
CHICAGO

MANUFACTURERS
HARDWOOD
LUMBER

Oak — Gum — Ash — Cypress
SOFT ELM—SOFT MAPLE
Oak Car Stock and Dimensions

Maisey & Dion
Hardwoods

KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. Loomis St.

TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B. 100,000'
4/4" Curly	8,000'	5/4" No. 1 Com. 40,000'
4/4" Unsel. Com. & Btr.	60,000'	5/4" No. 2 Com. 100,000'
6" & wider	3,000'	5/4" One face No. 2 C. 73,000'
5/4" Red	3,000'	5/4" No. 3 Com. 100,000'
5/4" Curly	3,000'	8/4" No. 3 Com. 36,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr. 100,000'
10/4" Com. & Btr.	28,000'	

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELTON ST.
CHICAGO

HOLLY RIDGE LUMBER CO.

INCORPORATED

Main Office, Louisville, Ky.

MANUFACTURERS OF BAND SAWN
GUM, OAK, ASH, ELM, CYPRESS

AND
Shipping direct to the consuming
trade, our famous standardized grades

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BAND MILLS

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MONROE, LA.

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MEEKER, LA.

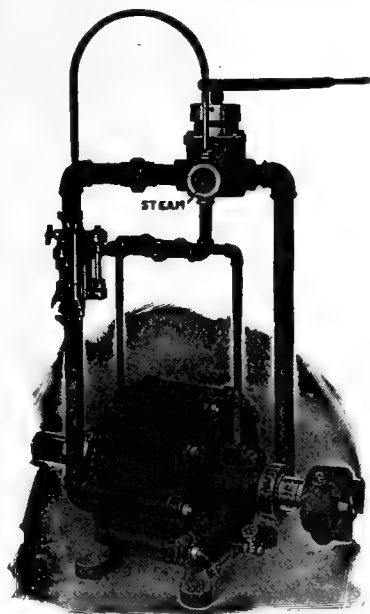
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KANSAS CITY, MO.

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On the SAWYER

depends the get-
ting out of lum-
ber at least cost.

Give him a
**SOULE
STEAM-FEED**

and he will cut
more lumber
with the same
payroll.

CATALOG H TELLS HOW
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SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

TIGHTEN UP

A "tight" kiln will operate more eco-
nomically and give you better drying
results.

EBONOID—A steam and acid proof
paint—will stop leakage of moisture
and heat and lengthen the life of your
building.

PLASTICO—A steam and acid proof
plaster—retains sufficient elasticity in
drying to "take up" shrinkage and ex-
pansion. For buildings "too far gone"
to use Ebonoid.

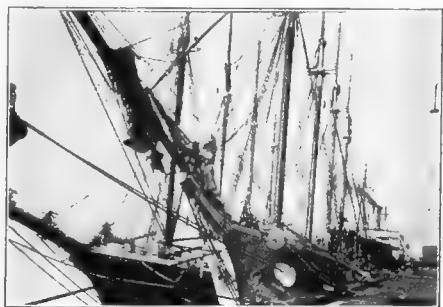
Protect your kiln buildings from mois-
ture and acid—make them serve you
longer and better. Further data, esti-
mates, etc., on application.

GRAND RAPIDS VAPOR KILN

Grand Rapids, Michigan

WESTERN VAPOR KILN CO.

SEATTLE, WASH.



NEW ORLEANS

*The World's
Greatest Lumber
Shipping Port*



Look!

We have for sale

Tough Straight Grained
White Ash

Also
Louisiana Red
Cypress
All Thicknesses and Grades

4/4 to 16/4
thicknesses

A. J. HIGGINS
Lumber & Export Co., Inc.
619 Whitney Central Bldg., New Orleans, La.

Lucas E. Moore Stave Co.

MANUFACTURERS AND WHOLESALERS

*Of All Kinds of
Southern
Hardwood Lumber*

SPECIALTIES
RED AND SAP GUM
TUPELO OR BAY POPLAR
FIRM TEXTURE WHITE ASH

Mill and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.

CLIMAX Lumber Company

LIMITED

Manufacturers and Wholesalers

BAND SAWN

Hardwood Lumber

Plain Oak, Tough White Cane
Ash, Red and Sap Gum, Soft
Elm and Red Cypress

New Orleans, Louisiana

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters of all kinds of **Hardwood Lumber**

W. R. GRACE & CO.

NEW ORLEANS, LOUISIANA

EXPORTERS
All Southern Woods
AND
White Pine; Spruce, Tight
and Slack Barrel Shooks,
Staves, Box Shooks.

IMPORTERS
Mahogany
Spanish Cedar
Dyewoods
Tropical
Hardwoods

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 37)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 41)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer
Ft. Wayne, Ind.

(*See page 37)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page 23)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachudy Lumber Company, MISSOURI
Manufacturer, Kansas City,

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 55)
BRODHEAD-GARRETT COMPANY
Manufacturers of
HARDWOOD LUMBER
Dry Kiln and Planing Mill Facilities
Clay City Kentucky

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, MISSISSIPPI

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 76)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 49)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 16)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Manufacturers Band-sawn West Virginia Oak, Maple, Chestnut and other Hardwoods.

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 47)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

ALTON LUMBER CO. OAK FOR EXPORT and DOMESTIC TRADE.
Special { 4/4" No. 1 Com. & Btr. Qtd. White Oak. 1 car
 { 4/4" No. 1 Com. & Btr. Chestnut. 1 car
BUCKHANNON WEST VIRGINIA

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

(*See page 12)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. MISSISSIPPI
Manufacturer. Charleston,

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 13)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 70)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

(*See page 76)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See page 28)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. MEMPHIS, TENN., U. S. A.

(*See page 70)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO., TENNESSEE
Manufacturer, Nashville,

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page 12) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO. OHIO
Manufacturer, Greensfield,

(*See page 50)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension.
For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.

{ MILLS }

Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

We Offer for Quick Shipment

All Regular Widths and Lengths

QUARTERSAWN HARD MAPLE

4/4" No. 1 Com. & Btr. 12,000'
5/4" No. 1 Com. & Btr. 3,000'
8/4" No. 1 Com. & Btr. 5,000'

END DRIED WHITE MAPLE

5/4" No. 1 Com. & Btr. 2,000'
SOFT MAPLE
6/4" No. 1 Com. & Btr. 30,000'

BIRCH

4/4" No. 2 Com. & Btr. 75,000'

BASSWOOD

4/4" No. 2 Com. & Btr. 200,000'
4/4" Key Stock..... 14,000'
5/4" Key Stock..... 4,000'
4/4" No. 2 Common..... 15,000'

SOFT ELM

4/4" No. 2 Com. & Btr. 100,000'
8/4" No. 2 Com. & Btr. 27,000'
16/4" No. 2 Com. & Btr. 15,000'

BEECH

6/4" No. 2 Com. & Btr. 50,000'

Our Planing Mill is fully equipped for first class work

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Often Repeated

Can't do busi-
ness with
lumbermen
without the

RED BOOK SERVICE

No service to compare on credit
ratings and collections

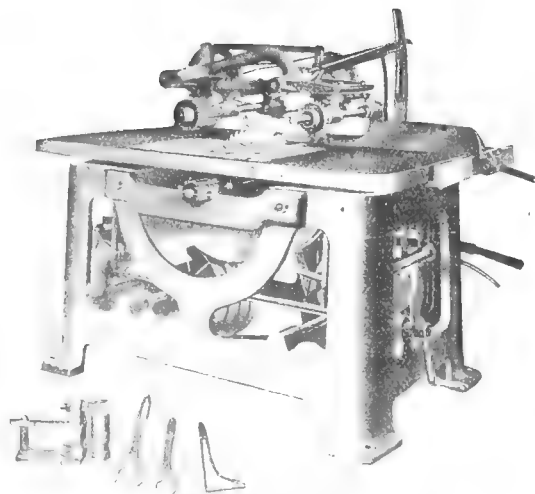
LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO Est. 1876 NEW YORK

→ **For Greatest Range of Uses** ←

and

Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

WILLIAM HORNER

Reed City and Newberry, Mich.
Head Office, Reed City, Mich.

Manufacturer of

Smoothest Maple, Birch and Beech

FLOORING

ALL SIZES

COMMERCIAL
KILN DRYING
A SPECIALTY

Sole European Representatives: TICKLE BELL AND CO.
Royal Liver Bldg., Liverpool, Eng.

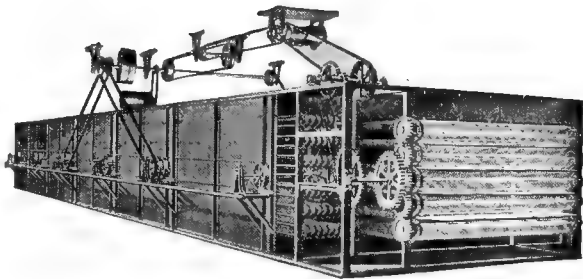
HARDWOODS

ASH
SOFT ELM
BASSWOOD
BIRCH
SOFT MAPLE
HARD MAPLE

We carry large and well
assorted stocks and are in
position to give good service.

Write us for stock sheet and
advise us as to your needs

STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN



PROCTOR VENEER DRYER

Dries enormous amount of veneer perfectly flat and
pliable at minimum cost, without checks or splits.

Send for catalog and list of users.

PROCTOR AND SCHWARTZ, INC.
Formerly Phila. Textile Mach. Co.
PHILADELPHIA, PA.

Proctor
DRYERS

Cadillac GRAY ELM

1 car 10/4 Part Dry
3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell

(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

Michigan Hardwoods *Cadillac Quality*

NO. 3 COMMON

8/4 Rock Elm3 Cars

4/4 Soft Maple...5 Cars

DRY STOCK

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

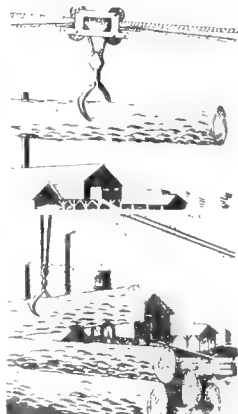
Michigan

GODFREY HOISTS, HOOKS, AND CONVEYORS

For Handling Logs and Lumber
unloading cars; conveying lumber to
your piles; unloading from piles to
trucks or wagons at a great saving of
labor and time.

WRITE US

Godfrey Conveyor Co.
108 Thirteenth Street, ELKHART, INDIANA





Reserve Log Banks Cost Money But Tide Over the Wet Spells

The agony which producers and consumers of southern hardwood lumber experienced during last winter's operations when hardwood lumber was *impossible* to secure, is ample proof of the wisdom of laying up a reserve of logs which can be drawn upon when wet woods make further logging *impossible*.

At our Deering, Missouri, operations nothing has been omitted that will guarantee a *consistently* uniform product of the *highest possible* character of manufacture. The investment in reserve logs prevents broken stocks.

During a period of many years of conscientious service, plans for further perfecting our product have been maturing. So today our trademark on every board of our manufacture (and not a board is picked out) is our guarantee that **THE WISCONSIN LUMBER COMPANY** product is as near perfect from the standpoint of both quality and service as it is *possible* to make it. A *consistent* and long-time supply of really good lumber is a money-saver to every carload buyer.

WISCONSIN LUMBER COMPANY
CHICAGO, ILLINOIS



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Coal Grove, Ohio, U. S. A.



G.H. Evans Lumber Co.
Yellow Poplar Headquarters of the South
CHATTANOOGA TENNESSEE

Anything from $\frac{3}{8}$ to 4 inches in thickness; and
from 3 to 42 inches in width in

POPLAR

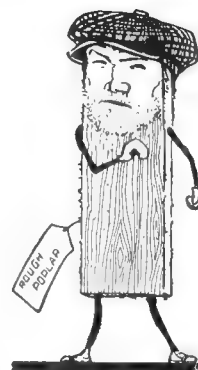
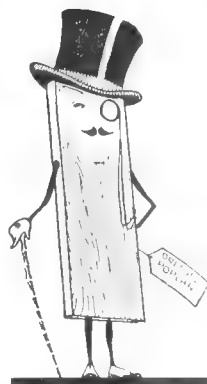
ALSO PLAIN AND QUARTERED, RED AND WHITE
OAK, RED AND SAP GUM, TUPELO GUM, WHITE ASH

SERVICE

We believe in giving the buyer quick,
efficient service.

That's what's helped us build a big business.
You have to be satisfied before we are satisfied.

MILLMEN: Send Us Your Stock Lists for Quick Action



Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, NOVEMBER 25, 1920

Subscription \$2.
Vol. L, No. 3

St. Francis Basin Hardwoods Tennessee Aromatic Red Cedar

For December Shipment "Dry Stock"

SAP GUM

4/4" No. 1 C&S.....	100,000'
4/4" No. 2 Common.....	50,000'
6/4" No. 2 Common.....	50,000'

RED GUM—PLAIN

4/4" No. 1 C&S.....	50,000'
4/4" No. 2 Common.....	75,000'
5/4" No. 1 C&S.....	35,000'
6/4" No. 1 C&S.....	25,000'
6/4" No. 2 Common.....	50,000'

OAK—PLAIN

4/4" No. 1 C&S.....	75,000'
4/4" No. 2 Common.....	50,000'

OAK

4/4" Sound Wormy	50,000'
------------------------	---------

QUARTERED WHITE OAK

4/4" 2" to 5½" Strips.....	30,000'
----------------------------	---------

ELM

5/4" Log Run	100,000'
8/4" Log Run	100,000'
10/4" Log Run	50,000'

MAPLE

4/4" Log Run	13,000'
8/4" Log Run	13,000'
10/4" Log Run	25,000'

We also have a good supply of other items in Hardwoods.
Write us for information and prices delivered to your plant.

Notes: CEDAR, carload and less. Also mixed with Hardwoods

GEORGE C. BROWN & CO.

GENERAL OFFICES: MEMPHIS, TENN.

Band Mills: PROCTOR, ARK.

LAKE VILLAGE, ARK.

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALERS

LUMBER

PHILADELPHIA PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H. F. Below Lumber
Company
MARINETTE**

Manufacturers Only

OUR conscientious as-
sessment of superior
quality and service is backed
by the ability to make good.
In addition to an unusually
complete and extensive
sawmilling establishment,
we offer the advantage of
a thoroughly modern plan-
ing mill without which con-
sistent service is impossible.
The product consists of

**Birch, Basswood,
Hard Maple**

of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"

**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber
supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

ARKANSAS HARDWOOD LUMBER

WE HAVE A DOUBLE BAND MILL AT ARKANSAS CITY, ARK., WHICH IS CAPABLE OF TURNING OUT, AND DOES TURN OUT, THE HIGHEST GRADE OF ARKANSAS HARDWOODS. IT IS OUR POLICY TO DELIVER THE GOODS ACCORDING TO SPECIFICATIONS AND TO THE ENTIRE SATISFACTION OF OUR MANY SATISFIED CUSTOMERS.

DON'T WAIT TO PLACE YOUR ORDERS UNTIL THE RUSH IS ON. LET US FIGURE ON YOUR REQUIREMENTS NOW IN ORDER THAT YOU MAY BE PREPARED FOR LATER BUSINESS.

WRITE US TODAY

DETROIT REPRESENTATIVE,
C. R. ROBINSON
75 LOTHROP STREET

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

Double Band Mills
Arkansas City, Ark.

HOLT
PEORIA-STOCKTON

Logging with CATERPILLAR
REG. U.S. PAT. OFF.
TRACTORS



THE HOLT MANUFACTURING COMPANY
INCORPORATED
Peoria, Illinois

Logging is primarily a matter of traction. Holt engineers have continuously studied the needs of lumbermen.

The "Caterpillar" Logger provides many new advantages and meets every requirement. Our new ice and snow lug will get traction in the woods, bring the sleighs out to the road, make up the train and then will travel over the iced road without slippage or breaking out the rut.

Completely enclosed cab, yet unobstructed view for operator; guards under motor and before radiator protect against overhanging limbs; multiple speed transmission, meeting all requirements in the woods or on the road. The "Caterpillar" Logger is Holt's latest achievement in solving the power problems of industry.

Our Distributors are organized to give you immediate and unequalled service.

Send for bulletin on the "Caterpillar" in Winter Logging.

Spokane, Wash. New York Office 10 Church St. Factories at Stockton, Cal., and Peoria, Ill.

There is but one

CATERPILLAR

— HOLT builds it.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

Specializing in Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects	5 mos. dry	83,000'
6/4" F&S	6 mos. dry	48,000'
6/4" No. 1 Common & Selects	6 mos. dry	93,000'
8/4" F&S	7 mos. dry	137,000'
8/4" No. 1 Common & Selects	6 mos. dry	33,000'
10/4" F&S	6 mos. dry	81,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4/4" 8/4 & 10/4" L. R	50,000'
COTTONWOOD	
4/4" Nos. 1 & 2 Com.	75,000'
ELM	
4/4" Log Run	14,000'
8/4" Log Run	45,000'
10/4" Log Run	30,000'
SAP GUM	
4/4" 1s & 2s	95,000'
4/4" No. 1 Common	180,000'
4/4" No. 2 Common	150,000'
8/4" No. 2 Common	30,000'
RED GUM	
4/4" No. 1 Common	20,000'
5/4" No. 1 Common	10,000'
QUARTERED RED GUM	
4/4" No. 1 Common	18,000'
5/4" No. 1 Common	17,000'
8/4" No. 1 Common	12,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	
4/4" No. 1 Com. & 1s & 2s	Band sawed
SAP GUM	
4/4" F&S	Band sawed
4/4" No. 1 Common	Band sawed
QTD. RED GUM, S. N. D.	
8/4" No. 1 Com. & 1s & 2s	Circular sawed
PLAIN RED GUM	
4/4" No. 1 Com. & 1s & 2s	Circular sawed
SAP GUM	
4/4" F&S	Circular sawed
4/4" No. 1 Com.	Circular sawed
4/4" No. 2 Com.	Circular sawed
TUPELO GUM	
4/4" No. 1 Com. & 1s & 2s	Band sawed
PLAIN RED OAK	
3/4" 80% F&S, 20% Select	Band sawed
4/4" No. 1 Com.	Circular sawed
4/4" F&S	Circular sawed
PLAIN WHITE OAK	
4/4" F&S	Circular sawed
4/4" No. 1 Com.	Circular sawed
MIXED OAK	
4/4" No. 2 Com.	Circular sawed
4/4" No. 3 Com.	Circular sawed

Memphis Land & Lumber Co.

303-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	
4/4" 1s & 2s	25,000'
4/4" No. 1 Common	50,000'
4/4" No. 2 Common	35,000'
PLAIN RED AND WHITE OAK	
4/4" 1s & 2s Red	90,000'
4/4" Sound Wormy	40,000'
QUARTERED RED GUM	
4/1" No. 1 Common	27,500'
5/4" No. 1 Common	60,000'
6/4" 1s & 2s	10,000'
6/4" No. 1 Common	100,000'
8/4" No. 1 Common	29,000'
PLAIN RED GUM	
5/8" 1s & 2s	25,000'
PLAIN SAP GUM	
5/8" 1s & 2s	81,000'
5/8" No. 1 Common	35,000'
5/4" 1s & 2s	100,000'
5/4" 1s & 2s, 13-15"	25,000'
5/4" No. 1 Common	60,000'
6/4" No. 1 Common	43,000'
6/4" No. 2 Common	20,000'
HARDWOODS	
4/4", 5/4" & 6/4" No. 2 & 3 Common	200,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	100,000'
3/4" No. 1 Com. & Btr.	100,000'
3/4" No. 2	50,000'
4/4" No. 1 Com. & Btr.	200,000'
4/4" No. 1 Common, 12" & wider	50,000'
4/4" No. 2	150,000'
5/4" No. 1 Com. & Btr.	50,000'
5/4" No. 2	75,000'

PLAIN RED GUM	
1/2" No. 1 Com. & Btr.	25,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" F&S	75,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	150,000'
8/4" No. 1	20,000'

BLACK GUM	
4/4" No. 1 Com. & Btr.	13,000'

QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	25,000'

5/4" No. 1 C.&B.	37,000'
10/4" No. 1 C.&B.	25,000'
12/4" No. 1 C.&B.	30,000'

QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	150,000'
6/4" No. 1 Com. & Btr.	60,000'
8/4" No. 1 Com. & Btr.	150,000'
10/4" No. 1 Com. & Btr.	100,000'
12/4" No. 1 Com. & Btr.	100,000'

PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	200,000'
4/4" No. 3	200,000'

PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	200,000'

QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.
BAND MILLS: Madison, Ark.; Wisner, La.

QUALITY and SERVICE

Consider both and get
our prices before buying

Baker-Matthews Lumber Co.
1500-07 Bank of Commerce Bldg.

QUARTERED WHITE OAK	
4/1" 1s & 2s	1 car
4/4" No. 1 Common	3 cars
4/4" No. 2 Common	1 car
8/4" No. 1 Common	1 car
6/4" No. 1 Common	1 car
PLAIN WHITE OAK	
4/4" 1s & 2s	1 car
4/4" No. 1 Common	4 cars
4/4" No. 2 Common	2 cars
QUARTERED RED OAK	
4/4" 1s & 2s	7,000'
4/4" No. 1 Common	20,000'
PLAIN RED OAK	
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	7 cars
4/4" No. 2 Common	2 cars
MIXED OAK	
4/4" Sound Wormy	6 cars
4/4" No. 3 Common	5 cars
3/4" Sound Wormy	5 cars
3/4" No. 3 Common	5 cars
PLAIN SAP GUM	
4/4" No. 1 Common	7 cars
5/4" No. 1 Common	3 cars
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	1 car
6/4" No. 1 Com. & Btr.	4 cars
8/4" No. 1 Com. & Btr.	5 cars
10/4" No. 1 Com. & Btr.	2 cars
COTTONWOOD	
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	8 cars
PECAN	
8/4" Log Run	3 cars
HACKBERRY	
4/4" Log Run	2 cars
SYCAMORE	
4/4" Log Run	2 cars

Mark H. Brown Lumber Co.

ASH

1" to 5" No. 2 Com. & Btr. 2,000,000'

COTTONWOOD

4/4" Log Run	125,000'
4/4" Log Run Cypress	35,000'
4/4" & 5/4" Log Run Gum	150,000'
4/4" Log Run Plain Oak	50,000'
4/4" Nos. 1 & 2 Com. Qtd. White Oak	25,000'
8/4-12/4" Log Run Soft Elm	50,000'

Dudley Lumber Company

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

QUARTERED RED GUM	
4/4" Com. & Btr.	250,000'
5/4" Com. & Btr.	203,000'
8/4" Com. & Btr.	160,000'
10/4" Com. & Btr.	160,000'
12/4" Com. & Btr.	31,000'
PLAIN RED GUM	
4/4" Com. & Btr.	165,000'
5/4" Com. & Btr.	15,000'
8/4" No. 1 Common.	51,000'
SAP GUM	
Box Bds., 13-17" ...	50,000'
Box Bds., 9-12" ...	48,000'
4/4" FAS ...	120,000'
TUPELO	
Box Bds., 9-12" ...	40,000'
4/4" FAS ...	130,000'
4/4" No. 1 Common.	82,000'
ASH	
5/8" No. 2 Com. & Btr.	28,000'
4/4" No. 2 Common.	85,000'
8/4" Com. & Btr.	107,000'
10/4" Com. & Btr.	111,000'
12/4" Com. & Btr.	100,000'

Memphis Band Mill Co.

SAP GUM	
4/4" 1s & 2s.	3 cars
4/4" 1s & 2s, 13" & up.	3 cars
4/4" No. 1 Common.	5 cars
4/4" No. 2 Common.	10 cars
5/4" 1s & 2s.	1 car
5/4" No. 1 Common.	2 cars
5/4" No. 2 Common.	7 cars
QTD. RED GUM, S. N. D.	
3/4" No. 1 Com. & Btr.	1 car
4/4" No. 1 Com. & Btr.	1 car
4/4" No. 1 Common.	1 car
5/4" No. 1 Com. & Btr.	4 cars
6/4" No. 1 Com. & Btr.	6 cars
8/4" No. 1 Com. & Btr.	4 cars
PLAIN RED GUM	
4/4" 1s & 2s.	1 car
4/4" No. 1 Common.	5 cars
4/4" No. 2 Common.	1 car
QTD. RED GUM	
4/4" No. 1 Common.	1 car
PLAIN WHITE OAK	
4/4" 1s & 2s.	1 car
4/4" No. 1 Common.	5 cars
4/4" No. 2 Common.	1 car
QTD. WHITE OAK	
4/4" 1s & 2s.	2 cars
4/4" No. 1 Common.	5 cars
4/4" No. 2 Common.	2 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM	
4/4" Log Run.	2 cars
8/4" Log Run.	3 cars
10/4" Log Run.	2 cars
PLAIN RED GUM	
4/4" 1s & 2s.	4 cars
6/4" 1s & 2s.	3 cars
4/4" No. 1 Common.	7 cars
6/4" No. 1 Common.	3 cars
5/4" Com. & Btr.	1 car
SAP GUM	
4/4" 1s & 2s.	5 cars
6/4" 1s & 2s.	2 cars
4/4" No. 1 Common.	9 cars
6/4" No. 1 Common.	5 cars
4/4" No. 2 Common.	4 cars
QRTD. GUM, SND.	
8/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	1 car
QUARTERED RED GUM	
6/4" Com. & Btr.	2 cars
8/4" Com. & Btr.	2 cars
PLAIN RED OAK	
4/4" 1s & 2s.	5 cars
5/4" 1s & 2s.	1 car
4/4" No. 1 Common.	6 cars
5/4" No. 1 Common.	2 cars
4/4" No. 2 Common.	3 cars

Dacus-Richards Hardwood Co.

ASH	
10/4" Log Run.	12,000'
12/4" Log Run.	4,000'
16/4" Log Run.	7,000'
4/4" No. 2 Common.	13,000'
10/4" No. 2 Common.	6,000'
4/4" No. 3 Common.	24,000'
BASSWOOD	
4/4" Log Run.	70,000'
12/4" Log Run.	49,000'
QUARTERED RED GUM	
4/4" FAS ...	22,000'
4/4" No. 1 Common.	65,000'
QTD. RED GUM, S. N. D.	
8/4" No. 1 Com. & Btr.	62,000'
8/4" No. 1 Common.	43,000'
TUPELO GUM	
4/4" Log Run.	19,000'
QUARTERED WHITE OAK	
4/4" FAS ...	25,000'
1/2" No. 1 Common.	28,000'
3/4" No. 1 Common.	48,000'
4/4" No. 1 Common.	372,000'
4/4" No. 2 Common.	104,000'
4/4" Strips, 2 1/2"-5 1/2" ...	45,000'
QUARTERED RED OAK	
4/4" FAS ...	15,000'
4/4" No. 1 Common.	160,000'
4/4" No. 2 Common.	153,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK	
5/8" No. 1 Common.	3 cars
4/4" No. 1 Common.	10 cars
4/4" No. 2 Common.	2 cars
4/4" Clear Strips.	1 car
4/4" Common Strips.	2 cars
8/4" No. 1 Com. & Btr.	1 car
8/4" No. 2 Common.	1 car
PLAIN RED OAK	
3/4" 1s & 2s.	1 car
4/4" No. 2 Common.	1 car
PLAIN WHITE OAK	
3/4" No. 2 Common.	1 car
OAK	
8/4" Dog Boards.	1 car
PLAIN SAP GUM	
5/8" No. 2 Common.	3 cars
5/4" Com. & Btr.	1 car
PLAIN BLACK GUM	
4/4" No. 2 Com. & Btr.	2 cars
6/4"-8/4" Dog Boards.	2 cars
CYPRESS	
4/4" No. 1 Shop.	2 cars
4/4" Pecky	
8/4" No. 1 Common.	3 cars
8/4" No. 2 Common.	1 car
ELM	
6/4" No. 1 Com. & Btr.	1 car
QUARTERED WHITE OAK	
6/4" 1s & 2s.	1,800'
6/4" No. 1 Common.	3,000'
8/4" No. 3 Common.	8,000'
QUARTERED RED OAK	
8/4" No. 2 Com. & Btr.	6,000'
BLACK GUM	
3/4" Com. & Btr.	5,500'
LYNN	
4/4" Log Run.	5,100'
ELM	
4/4" Log Run.	1,800'
SYCAMORE	
4/4" Log Run.	15,000'
COTTONWOOD	
4/4" Com. & Btr.	15,000'
PLAIN RED OAK	
3/4" No. 1 Common.	2 cars
4/4" No. 1 Common.	4 cars
4/4" No. 2 Common.	2 cars

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	
6/4" Com. & Btr., 4 mo.	1 car
RED OAK	
4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS MANUFACTURERS AND WHOLESALERS

Regular Widths and Lengths

ASH		SOFT ELM	
12/4" No. 1 C&B. 4 mo.	30,000'	12/4" Log Run, 4 mo.	42,000'
10/4" No. 1 C&B. 4 mo.	47,000'	10/4" Log Run, 4 mo.	35,000'
8/4" No. 1 C&B. 4 mo.	35,000'	8/4" Log Run, 4 mo.	27,000'
4/4" No. 1 Com. 4 mo.	25,000'	5/4" Log Run, 4 mo.	35,000'
4/4" No. 2 Com. 4 mo.	40,000'	4/4" Log Run, 4 mo.	30,000'
COTTONWOOD		PLAIN SAP GUM	
4/4" B. B. 13-17", 4 mo.	32,000'	4/4" FAS. 4 mo.	60,000'
4/4" B. B. 8-12", 4 mo.	15,000'	4/4" No. 1 Com. 4 mo.	75,000'
4/4" FAS. 11" up, 4 mo.	12,000'	4/4" No. 2 Com. 4 mo.	100,000'
4/4" FAS. 6-12", 4 mo.	38,000'	6/4" No. 1 Com. 4 mo.	44,000'
5/4" No. 1 Com. 4 mo.	75,000'	8/4" No. 1 Com. 4 mo.	13,000'
5/4" No. 1 Com. 4 mo.	50,000'		

Johnson Bros. Hardwood Co.
(OUR NAME IS EASY TO REMEMBER)
1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		QUARTERED WHITE OAK	
6/4" No. 1 Common	19,000'	4/4" FAS.	14,000'
QUARTERED SAP GUM		5/4" FAS.	10,000'
8/4" FAS.	14,000'	1/3" FAS.	14,000'
8/4" No. 1 Common	16,000'	4/4" No. 1 Common	27,000'
PLAIN SAP GUM		5/4" No. 1 Common	16,000'
4/4" No. 1 Common	48,000'	6/4" No. 1 Common	35,000'
5/4" No. 1 Common	25,000'	8/4" No. 1 Common	14,000'
PLAIN RED OAK		4/4" No. 2 Common	33,000'
4/4" No. 1 Common	35,000'	5/4" No. 2 Common	11,000'
5/4" No. 1 Common	14,000'	6/4" No. 2 Common	8,000'
6/4" No. 1 Common	21,000'	POPLAR	
8/4" No. 1 Common	18,000'	4/4" No. 1 Common	75,000'
10/4" No. 1 Common	30,000'	6/4" No. 1 Common	33,000'
4/4" No. 2 Common	82,000'	4/4" No. 2 Common	16,000'
5/4" No. 2 Common	25,000'	5/4" No. 2 Common	16,000'
6/4" No. 2 Common	13,000'	6/4" No. 2 Common	11,000'
8/4" No. 2 Common	26,000'	8/4" No. 2 Common	52,000'
4/4" Sound Wormy	42,000'		

Goodlander-Robertson Lbr. Co.

SPECIAL LIST—Prices F. O. B. Cairo, Ill.

1 car 1" No. 2 Com. & Btr. Qtd. White Oak	\$ 75.00, \$130.00, \$195.00
1 car 1" No. 1 Com. & Btr. Qtd. Red Oak	125.00, 175.00,
1 car 1" No. 2 Com. Qtd. Red Oak	60.00,
1 car 1" No. 1 Com. & Btr. Cottonwood	60.00, 78.00
1 car 1" No. 2 Com. & Btr. Red Gum	50.00, 90.00, 130.00
RED AND SAP GUM	
Can furnish Red Gum and Sap Gum, 4/4", 5/4", 6/4" and 8/4" Plain and Quartered, all grades, thoroughly dry stock, straight or raked cars. Write or wire for prices.	
PLAIN OAK	
4/4" 1sts & 2nds	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	5 cars
8/4" No. 1 Com. & Btr.	3 cars
10/4" No. 1 Com. & Btr.	2 cars
12/4" No. 1 Com. & Btr.	1 car
8/4" Sound Wormy	2 cars
QUARTERED RED OAK	
4/4" No. 1 Common	3 cars
SOUTHERN ELM	
8/4" L. R. 20% No. 2	3 cars
10/4" L. R. 20% No. 2	2 cars
12/4" L. R. 20% No. 2	6 cars
COTTONWOOD	
4/4" 1sts & 2nds	1 car
4/4" No. 1 Common	4 cars
5/4" No. 1 Common	2 cars
MISCELLANEOUS	
4/4" Log Run Sycamore	2 cars
5/4" No. 1 Shop Cypress	2 cars

Moyer-Shafer Hardwood Co.

PLAIN SAP GUM		PLAIN RED GUM	
4/4" No. 1 Common	100,000'	4/4" No. 1 Common	50,000'
4/4" No. 2 Common	100,000'	4/4" No. 2 Common	50,000'
4/4" No. 3 Common	100,000'	5/4" No. 1 Common	50,000'
5/4" No. 1 Common	50,000'	5/4" No. 2 Common	50,000'
5/4" No. 2 Common	50,000'	6/4" No. 1 Common	25,000'
5/4" No. 3 Common	50,000'	6/4" No. 2 Common	50,000'
6/4" No. 1 Common	50,000'	PLAIN OAK	
6/4" No. 2 Common	50,000'	4/4" No. 1 Common	50,000'
6/4" No. 3 Common	50,000'	4/4" No. 2 Common	50,000'
8/4" No. 1 Common	50,000'	5/4" No. 1 Common	50,000'
8/4" No. 2 Common	50,000'	5/4" No. 2 Common	50,000'
8/4" No. 3 Common	50,000'	6/4" No. 1 Common	25,000'
10/4" No. 1 Common	50,000'	6/4" No. 2 Common	50,000'
10/4" No. 2 Common	50,000'	8/4" No. 1 Common	25,000'
10/4" No. 3 Common	50,000'	8/4" No. 2 Common	50,000'
12/4" No. 1 Common	50,000'	10/4" No. 1 Common	25,000'
12/4" No. 2 Common	50,000'	10/4" No. 2 Common	50,000'
12/4" No. 3 Common	50,000'	12/4" No. 1 Common	50,000'
14/4" No. 1 Common	50,000'	14/4" No. 2 Common	50,000'
14/4" No. 2 Common	50,000'	16/4" No. 1 Common	50,000'
16/4" No. 1 Common	50,000'	16/4" No. 2 Common	50,000'
16/4" No. 3 Common	50,000'	16/4" No. 4 Common	50,000'

Geo. C. Brown & Co.

ASH

10/4" Com. & Btr.	100,000'
12/4" Com. & Btr.	40,000'
5/4" No. 1 Common	75,000'
6/4" No. 1 Common	35,000'

QUARTERED WHITE OAK

4/4" 1sts & 2ds	30,000'
5/4" 1sts & 2ds	60,000'
6/4" 1sts & 2ds	20,000'
4/4" No. 1 Common	100,000'
5/4" No. 1 Common	100,000'
6/4" No. 1 Common	150,000'
8/4" No. 1 Common	75,000'

PLAIN WHITE OAK

4/4" 1sts & 2ds	15,000'
5/4" 1sts & 2ds	8,000'
6/4" 1sts & 2ds	25,000'
4/4" No. 1 Common	200,000'

5/4" No. 1 Common	30,000'
6/4" No. 1 Common	100,000'

QUARTERED RED OAK

4/4" 1sts & 2ds	4,000'
5/4" 1sts & 2ds	50,000'
6/4" 1sts & 2ds	10,000'
4/4" No. 1 Common	75,000'
5/4" No. 1 Common	75,000'
6/4" No. 1 Common	20,000'

PLAIN RED OAK

4/4" 1sts & 2ds	75,000'
5/4" 1sts & 2ds	40,000'
6/4" 1sts & 2ds	40,000'
4/4" No. 1 Common	200,000'
5/4" No. 1 Common	200,000'
6/4" No. 1 Common	100,000'
4/4" No. 3 Common	200,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

OUR SPECIALTY

KILN DRIED

Southern Hardwoods
Ash—Elm—Maple

For Quick Shipment

Tustin Hardwood Lumber Co.

Main Office
MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH			
1" Select & Btr. 8x10.	15,000'	5 3/4" No. 2 Common..... 30,000'	
5 3/4" Select & Better.	30,000'	6 3/4" No. 2 Common..... 12,000'	
5 3/4" Select & Better.	15,000'	8 3/4" No. 2 Common..... 12,000'	
8 3/4" No. 1 Com. & Btr.	70,000'	10 3/4", 12 3/4", 16 3/4" No. 2 Common..... 14,000'	
10 3/4" No. 1 Com. & Btr.	35,000'	4 1/4" to 10 3/4" Sound wormy..... 14,000'	
12 3/4" No. 1 Com. & Btr.	30,000'	4 3/4" to 10 3/4" No. 3 Com. 13,000'	
14 3/4" No. 1 Com. & Btr.	16,000'	COTTONWOOD	
16 3/4" No. 1 Com. & Btr.	50,000'	4 1/4" 1s & 2s..... 15,000'	
4 3/4" No. 1 Common.....	50,000'	4 3/4" No. 1 Common..... 10,000'	
5 3/4" No. 1 Common.....	45,000'	POPLAR	
6 3/4" No. 1 Common.....	32,000'	4 3/4" No. 1 Common..... 15,000'	
8 3/4" No. 1 Common.....	70,000'	4 3/4" No. 2 Common..... 15,000'	
10 3/4" No. 1 Common.....	15,000'	PLAIN RED OAK	
12 3/4" No. 1 Common.....	14,000'	4 3/4" No. 1 Common..... 50,000'	
16 3/4" No. 1 Common.....	12,000'	4 3/4" No. 2 Common..... 50,000'	
4 3/4" No. 2 Common.....	45,000'		

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH			
10/4" No. 1 Common.....	3,000'	4/4" No. 2 Common.....	6,700'
5/4" No. 2 Common.....	4,000'	5/4" No. 2 Common.....	25,000'
8/4" No. 2 Common.....	28,000'	6/4" No. 2 Common.....	2,700'
16/4" Com. & Btr.....	15,000'	QTD. GUM. SND.	
CYPRESS		8/4" Com. & Btr.....	53,000'
4/4" Shop & Btr.....	12,000'	PLAIN RED GUM	
5/4" Shop & Btr.....	9,000'	4/4" 1s & 2s.....	2,500'
6/4" Shop & Btr.....	7,000'	4/4" No. 1 Common.....	5,000'
8/4" Shop & Btr.....	6,000'	5/4" No. 1 Common.....	30,000'
ELM		8/4" No. 2 Common.....	3,000'
4/4" Log Run.....	5,000'	QTD. RED GUM	
5/4" Log Run.....	6,000'	4/4" 1s & 2s.....	3,000'
6/4" Log Run.....	6,000'	5/4" 1s & 2s.....	4,000'
10/4" Log Run.....	1,000'	8/4" Com. & Btr.....	45,000'
12/4" Log Run.....	13,000'	4/4" No. 1 Common.....	3,500'
SAP GUM		5/4" No. 1 Common.....	4,200'
4/4" 1s & 2s.....	65,000'	6/4" No. 1 Common.....	1,000'
5/4" No. 1 Common.....	60,000'	PLAIN RED OAK	
4/4" No. 1 Common.....	6,500'	4/4" 1s & 2s.....	18,000'
4/4" No. 1 Common.....	6,700'	5/4" 1s & 2s.....	6,000'
5/4" No. 1 Common.....	25,000'	6/4" 1s & 2s.....	36,000'
6/4" No. 1 Common.....	2,700'	4/4" No. 1 Common.....	36,000'
		5/4" No. 1 Common.....	20,000'

Welsh Lumber Company

Regular Widths and Lengths. Thoroughly Air Dry

SAP GUM			
4/4" 1st & 2nd.....	100,000'	QUARTERED SAP GUM	
4/4" No. 1 Common.....	100,000'	12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED GUM		SAP GUM	
6/4" No. 1 Common.....	100,000'	4/4" No. 2 Common.....	100,000'
QUARTERED RED GUM		ELM	
6/4" No. 1 Com. & Btr.	50,000'	12/4" Log Run.....	90,000'
PLAIN WHITE OAK			
5/8" No. 1 & No. 2 Com.	100,000'		

Kellogg Lumber Company INCORPORATED

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr.	1 car	6/4" No. 1 Common.....	2 cars
5/4" No. 1 Com. & Btr.	1 car	8/4" No. 1 Common.....	3 cars
6/4" No. 1 Com. & Btr.	2 cars	10/4" No. 1 Common.....	1 car
8/4" No. 1 Com. & Btr.	4 cars	12/4" No. 1 Common.....	1 car
10/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common.....	2 cars
12/4" No. 1 Com. & Btr.	3 cars	5/4" No. 2 Common.....	1 car
6/4" No. 2 Common.....	1 car	6/4" No. 2 Common.....	1 car
16/4" No. 1 Com. & Btr.	2 cars	8/4" No. 2 Common.....	1 car
4/4" No. 1 Common.....	1 car	4/4" No. 3 Common.....	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths

SAP GUM			
5/8" Log Run.....	56,000'	PLAIN WHITE OAK	
4/4" FAS.....	32,000'	4/4" FAS.....	48,000'
4/4" No. 1 Common.....	81,000'	4/4" No. 1 Common.....	165,000'
4/4" No. 2 Common.....	26,000'	PLAIN RED OAK	
4/4" Box Bds. 13-17".....	25,000'	4/4" FAS.....	85,000'
4/4" Box Bds. 11-12".....	17,000'	4/4" No. 1 Common.....	122,000'
4/4" Box Bds. 9-10".....	18,000'	QUARTERED RED OAK	
PLAIN RED GUM		4/4" FAS.....	20,000'
4/4" FAS.....	9,000'	4/4" No. 1 Common.....	53,000'
4/4" No. 1 Common.....	46,000'	PLAIN RED & WHITE OAK	
QUARTERED RED GUM		4/4" Sound Wormy.....	174,000'
4/4" FAS.....	7,000'	QTD. RED & WHITE OAK	
4/4" No. 1 Common.....	23,000'	4/4" Sound Wormy.....	28,000'
QUARTERED WHITE OAK		PLAIN RED & WHITE OAK	
4/4" FAS.....	185,000'	8/4" No. 1 Common.....	21,000'
4/4" No. 1 Common.....	194,000'	8/4" No. 2 Common.....	4,000'
6/4" FAS.....	18,000'	QUARTERED WHITE OAK	
6/4" No. 1 Common.....	15,000'	8/4" No. 2 Com. & Btr.	5,000'

Ferguson & Palmer Company

Furniture Stock			
CLEAR OAK		Lumber	
2x2 19".....	2 cars	PLAIN OAK	
1 1/2 x 1 3/4 - 19".....	1 car	8/4" No. 2 Com. & Btr.	1 car
1 1/2 x 1 3/4 - 19".....	1 car	4/4" No. 2 Com. & Btr.	2 cars
1 1/2 x 2 - 36" & 10".....	1 car	4/4" No. 2 Com. & Btr.	5 cars
2x2 30".....	2 cars	GUM	
CLEAR SAP GUM		8/4" No. 1 Com. & Btr.	5 cars
2x2 30".....	1 car	Quartered Sap.....	5 cars
2 1/2 x 2 1/2 & 3x3 30".....	1 car	4/4" No. 2 Com. & Btr. Sap	5 cars
Wagon Stock		SOFT MAPLE	
No. 1 Hewn Hickory Axles.....	1 car	8/4" Log Run.....	2 cars
No. 1 Oak Reaches, 2x4.....	1 car	10/4" & 12/4" Log Run.....	1 car
Poles, reaches & axles.....	1 car	ROCK ELM	
(Standard sizes).....	2 cars	8/4" Log Run.....	5 cars
No. 1 Oak Bolsters.....	1 car	SYCAMORE	
3 1/2 x 1 1/2 4".....	1 car	8/4" Log Run.....	1 car
		SOFT ELM	
		10/4" & 12/4" Log Run.....	1 car

ALL FOR PROMPT SHIPMENT

C. B. COLBORN Memphis, Tenn.

ASH			
6/4" Com. & Btr.....	1 car	4/4" No. 2 Common.....	8 cars
12/4" Com. & Btr.....	1/2 car	4/4" No. 3 Common.....	8 cars
COTTONWOOD		6/4" Com. & Better.....	3 cars
4/4" Wide Box. 13-17".....	1 car	8/4" Com. & Better.....	15 cars
4/4" Narrow Box. 9-12".....	1 car	QTD. RED GUM, S. N. D.	
4/4" FAS, 13" & up.....	1 car	8/4" Com. & Better.....	15 cars
4/4" FAS, 6-12".....	5 cars	QTD. RED GUM	
4/4" No. 1 Common.....	10 cars	8/4" Com. & Better.....	7 cars
CYPRESS		PLAIN RED GUM	
4/4" Select.....	7 cars	5/4" Com. & Better.....	6 cars
4/4" No. 1 Shop.....	10 cars	6/4" Com. & Better.....	6 cars
4/4" No. 1 Common.....	15 cars	QTD. RED OAK	
4/4" No. 2 Common.....	15 cars	4/4" No. 1 Common.....	1 car
1 1/2" No. 1 Common.....	8 cars	QTD. WHITE OAK	
1 1/2" No. 2 Common.....	6 cars	4/4" No. 1 Common.....	10 cars
5/4" Shop & Better.....	5 cars	PLAIN RED OAK	
6/4" Shop.....	1 car	4/4" Com. & Better.....	25 cars
8/4" Shop.....	1 car	5/4" Com. & Better.....	10 cars
TUPELO		6/4" Com. & Better.....	3 cars
4/4" Com. & Btr.....	3 cars	PLAIN WHITE OAK	
SAP GUM		4/4" Com. & Better.....	20 cars
4/4" No. 1 Common.....	10 cars	SOFT MAPLE	
		4/4" to 12/4" Log Run.....	30 cars

Grismore-Hyman Co.



'HOOSIER HAVE MADE

*If
you
knew*

What our Bulletin
Service was doing for
your competitor in

the lumber business

you'd not only want the
service yourself, but
you'd have it.

Let Us Tell You About It

Hardwood Record
CHICAGO

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

**White Oak
Red Oak
Poplar
Hickory**

**Elm
Maple
Gum
Sycamore**

**Ash
Walnut
Cherry
Chestnut, etc.**

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

**Indiana
Quartered Red and White
OAK**

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

**S.P. COPPOCK & SONS
LUMBER CO.**

Manufacturers and Dealers

**Indiana
Quartered Oak
a Specialty**

Hardwood Lumber

FORT WAYNE, IND.

INDIANA HARDWOODS

HARDWOODS HISTORY

5/8" LUMBER

That's our specialty. It's all band sawed, edged and trimmed; widths and lengths are good and shipment can be made promptly. We offer:

5/8 FAS Qtd. White Oak.....	27,000
5/8 Selects Qtd. White Oak.....	16,000
5/8 No. 1 Com. Qtd. White Oak.....	40,000
5/8 No. 2 Com. Qtd. White Oak.....	17,000
5/8 FAS Plain White Oak.....	6,000
5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
5/8 No. 2 Common Poplar.....	80,000
5/8 No. 1 Com. & Btr. Sap Gum.....	25,000
5/8 No. 1 Com. & Btr. Red Gum.....	20,000
5/8 Log Run Pl. Sycamore.....	22,000

Write for Complete List with Prices

North Vernon Lumber Mills
NORTH VERNON, INDIANA



OUR
Indiana White Oak
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY
Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

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CHICAGO, NOVEMBER 25, 1920

No. 3

Review and Outlook

General Market Conditions

THE OUTSTANDING FEATURE of the hardwood market of the last fifteen days is the substantial evidence of a quickening of export buying, in the fact of the booking by Memphis manufacturers of a tentative order from a German syndicate for 50,000,000 feet of oak and red gum. One hundred car loads of this order are already in process of loading for export, and whenever sufficient financial guarantees are placed to cover the remainder, this will move forward. It is said that the order was booked at prices substantially above domestic quotations.

Other substantial export orders are reported from the South and are having a stimulating effect on the market, not only because of the quantities of stock that are immediately to be taken off the "auction block," but because of the promise they bear of further export business. The development of lively export buying at this time would prove to be a substantial factor in sustaining the hardwood lumber producers and distributors until such time as domestic demand revives. Certainly there is already widespread evidence of a more cheerful feeling on the part of hardwood lumber men, because of the big German order.

In the meantime domestic buying continues extremely slothful, which state of affairs agrees with the expectations of everyone. No worthwhile increase in orders is expected until after the first of the year when retailers have begun to make purchases to cover their needs for the first quarter of the new year, and the manufacturers are able to foresee what the demand upon them is going to be. By the first of the year the liquidation of stocks, which has been feverishly under way for the past two months and a half, should be so far advanced that wholesalers and retailers are ready to make new purchases. These, of course, will not be large, as compared to the bookings during the period of our historic orgy of buying, but they should be of sufficient volume to considerably quicken manufacturing operations.

As an instance, the furniture retailers should resume buying at the January markets, for they have been holding cut-rate sales throughout the country and these certainly should have heavily depleted their stocks. It is understood that the majority of the furniture manufacturers plan to put out new price lists between the dates of December 10 and 15, which they calculate will encourage retailers to get into the market in January to cover their needs.

There is certainly a limit to the length of time the wood using industries can stay out of the market, for the buying "strike"

can not continue indefinitely; and when the people find it necessary to buy, these purchases will be immediately felt. There is every reason to expect that the ultimate consumers will begin to find it necessary to return to their shopping some time soon after the first of the year.

While the hardwood sellers await the pleasure of buyers, stocks are being depleted both North and South by the slow attrition of the occasional carload order. The roster of mills that have closed down is being swelled every day by others that have cut up their surplus log stocks and are ready to quit until they receive more encouragement to go on. This means that should a heavy demand develop the stocks on hand would soon be gobbled up and there would be something of a scarcity until mills could resume operations. In so far as the southern operating territory is concerned this would be some time, as very little logging can be done between this time and the latter half of spring.

It is most encouraging to read at this time statements from the leading financiers of the country as to the basic strength of our economic structure and the early prospect of a return to healthful conditions. James B. Forgan, chairman of the Board of the great First National Bank of Chicago and the Chicago Clearing House Association, returned just this week from a conference with banking interests in the East and gave out an interview in which he said that "in a few months readjustment will be complete and business activity will be on the upward trend again."

Such a statement from a man of Mr. Forgan's financial prominence is almost a promise.

Painful losses are being sustained, of course, and the process of readjustment pinches like a misfit shoe, but it is speeding along and in good time will have finished. There is little reason for despair on the part of the producers of hardwood lumber and veneers, because most of the commodities they produce go into the manufacture of necessities, and there will never be a greatly prolonged slump in the demand for the necessities of life in America until the bolshevists take the country.

Harding's Challenge to American Courage

IN TIMES OF STRESS LIKE THESE, that try the courage of business men to the utmost, such utterances as that made in New Orleans on Nov. 18 by President-elect Harding are calculated to strengthen the will and vitalize the determination to maintain a cheerful and brave demeanor until conditions improve, which they never fail to do. HARDWOOD RECORD recommends the following

excerpt from that address as being good to think on during this period of readjustment, for there is a dynamic force of encouragement in it:

"I believe the American people have come to realize that we must face momentous problems—world problems, but more particularly our own problems—with resolute courage, practical wisdom and patriotic determination. There must be no reason for pause, no excuse for despair, no place for pessimism. Inevitably there must be reconstruction. Unavoidably there will be readjustment, and the old order will never return.

"But there must come stability and dependability. We can not escape all the consequences of fevered war or the unsettled conditions of its aftermath. There are sure to be reverses. There will be endless discouragements. But a confident America will face them all with good courage. And we will win. We may slow up a bit now and then; we may have to bend our backs to new burdens. Surely we are going to be called on to renounce nationally, collectively and individually extravagances and to learn anew the old lessons of thrift and providence.

"The big thing for America to realize now and always is the dignity of productive labor. No matter how humble, the producers are the makers of the essentials of civilization, and we must, each and all of us, accept and discharge our duty of producing for the world or ministering to the needs or comforts or progress of mankind."

When Mr. Harding enunciated the phrase, "The dignity of productive labor," he undoubtedly meant, not only the man who actually toils with his hands, but as well the men who capitalize, organize and direct the great productive units of the Nation. These men, among whom are included producers of lumber and the manufacturers of commodities from wood, are the very essence of the country's greatness. They are the men who make possible its magnificent achievements, and it is essential that they at all times maintain a high courage and unweakened determination.

Means of Industrial Peace May be at Hand

A MOVEMENT WAS BEGUN IN WASHINGTON on Nov. 18, which if it is encouraged and permitted to grow and fructify, may stand out as an epoch in the evolution of American industry. It may well be the beginning of the solution of the problem of reconciling the fundamental differences of capital and labor; and permit these two presently antagonistic elements to function in harmony to the end of the contentment and universal well being of the people of the nation.

This is the plan proposed by Herbert Hoover in his first speech as president of the American Engineering Council and agreed to by the executive committee of the American Federation of Labor, meeting simultaneously in the Federal capital, to bring about coöperation between labor and industrial engineers to increase the productivity of labor, or rather of industry. It would appear that the acceptance by the leaders of this tremendous labor organization of the suggestion made by Mr. Hoover means that there is a

new spirit in labor. Labor is prepared to make constructive efforts to eliminate the principle of "soldiering," or minimization of production, from the code of labor and substitute therefor the will to produce at maximum. This should go far toward remedying many of the ills that now trouble labor and the people in general. Maximum production on labor's part should cheapen the cost of commodities at the only place they can be logically cheapened; and should make available more of the necessities of life for everyone. Such a situation should certainly be conducive to national contentment.

Mr. Hoover said in his Washington address that the engineers could assist in the erection of a bridge of coöperation if organized labor, which has already made a beginning, would "extend more widely its adoption of the principles of a shop committee, settling its problems of wage and conditions of labor in general agreement, and applying its energies through shop committee organization to development of production as well as to the correction of grievances."

This is most important—"applying its energies . . . to development of production as well as to the correction of grievances."

Mr. Hoover said further:

"The American Federation of Labor has publicly stated that it desires the support of the engineering skill of the United States in the development of methods for increasing production, and I believe it is the duty of our body to undertake a constructive consideration of these problems and to give assistance, not only to the American Federation of Labor, but also to other great economic organizations interested in this problem, such as the Employers' Association and the Chamber of Commerce.

"The growing strength of national organization on both sides should not and must not be contemplated as an alignment for battle. Battle quickly loses its rules of sportsmanship and adopts the rules of barbarism.

"If we could secure coöperation throughout all our economic groups we should have provided a new economic system, based neither on the capitalism of Adam Smith nor upon the Socialism of Karl Marx. We should have provided a third alternative, that preserves individual initiative, that stimulates it through protection from domination. We should have given a priceless gift to the twentieth century."

It is most hopeful to contemplate that at the labor session the executives of the Federation agreed that labor's conduct should be such that no blame for low output could attach to the workers.

It was declared that council members had planned a series of conferences with industrial experts looking to gradual establishment of a coöperation which many deem invaluable. In more than one instance, it was said, the plea had been made that labor leaders employ every effort to clear their attitude of suspicion, which some leaders held had attached to labor's position when seeking reforms.

It is true that labor's apparent intention to produce as little as possible for as much pay as possible has antagonized employers and the public to a considerable degree. Continuation of such a policy had potentialities for all kinds of trouble.

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Harding Backs Forest Conservation

**President-Elect Sends Message to Joint Conference Which Prepared Bill to Establish National Policy. Measure Awaits Next Session of Congress
Lumber and Wood-Using Associations Endorse Bill**

By Staff Correspondent

Elaborate and comprehensive plans for the establishment of a national policy for forest preservation, to which President-elect Warren G. Harding has promised his full support, have been completed by the American Forestry Association, according to an announcement made by the Association following a conference held here between representatives of the industries interested and the Association.

At this conference were Elbert H. Baker, of the Cleveland Plain Dealer, E. T. Allen, Western Forestry and Conservation Association; George W. Sission, jr., D. A. Crocker, W. E. Haskell, R. S. Kellogg and C. H. Worcester, representing the American Paper and Pulp Association; S. P. Weston, representing the American Newspaper Publishers' Association; Charles Lathrop Pack, president, and P. S. Ridsdale, secretary, of the American Forestry Association; Col. William B. Greeley, Chief U. S. Forester; E. W. McCullough, of the Chamber of Commerce of the United States; George S. Long, National Lumber Manufacturers' Association; E. F. Perry, National Wholesale Lumber Dealers' Association; and John Foley, Association of Wood Using Industries.

An outline of the proposed legislation, which will be introduced when Congress reconvenes, was read at the conference, and received the approval of all of the representatives present.

"The provisions are two-fold," declared Mr. Pack, president of the Association. "They include a considerable extension of direct Federal activity in forest ownership and production, and the development, with Federal aid and encouragement, of such systematic policies in the several forested states as, being consistent with local conditions, will bring about adequate forest protection and reproduction in the interest of these states and of the public at large.

With these aims, the program provides, specifically, through coöperation between the Government, the States and owners of timberlands, for adequate protection against fires, for reforestation of denuded lands, for obtaining essential information in regard to timber and timberlands, for extension of the national forests, and for other steps, all essential to continuous forest production on lands chiefly suitable for this purpose.

Realizing the importance of a national forest policy, Warren G. Harding, the President-elect, in a statement to the American Forestry Association, says:

There is a notable halting in the construction of homes because of the almost prohibitive cost. Lumber plays its very conspicuous part therein. Much of this, of course, relates to the increased cost of production, which dates from the changed condition since our entrance into the World War, but there is a permanent inclination to advance in cost because of the very manifest diminution of supply.

We can not be blind to the fact that, during the tremendous growth of the republic in the past half century, we have been drawing on our natural timber supply without a thought of the future. The American Forestry Association has given us figures to show that three-fifths of the original timber of the country has been consumed. It is of little value to recall the waste with which we have cut our timber, except that we ought to have learned lessons which will enable us to avoid so much waste in the future.

The one thing which the Government may do is to adopt that policy

which will assure to future generations the timber which is necessary to our lumber needs. In our section of the country the supply almost entirely is exhausted. The diminution in the softwood forests of New England, and lake states, and even the South, has been steady and continuous. Many watchful students of the situation think that another decade is going to put the South in a condition where it can do no more than meet its own demands. There remains a large supply on the Pacific Coast, but the problem of transportation makes this supply unavailable to the East and the Middle West unless we contemplate a cost of transportation which will continue to discourage building enterprise.

There is ample land in this country of ours, not adapted to other uses, to produce a sufficient supply of timber for all our needs, if it is only stocked with trees and nature is allowed to contribute toward our necessities. We must begin to think of timber crops as we do other cultivation in this land of ours, and we must put an end to the carelessness and neglect to which we trade our destructive forest fires. With timber growing on the one hand and forest preservation and protection on the other hand, there isn't any reason why the United States should not be self-reliant in the great essential of lumber for construction purposes. It is perfectly practicable and feasible to provide for a new growth of timber and an imperative duty to improve our forest protection. I can think of no forward look in relation to the good fortune of America which does not contemplate a forest policy which will assure us the essential in the lumber line for all our constructive activities.

Substitutes and supersedeure will not alone relieve the threatening situation. As our civilization advances we shall build less wastefully and temporarily that characterize the construction of the developing period. This is the story of human progress. Permanent housing, more dependably constructed, always follows the temporary effects incident to development, but no change of policy ever will eliminate our lumber needs.

I have sought to emphasize the thought of reforestation because I think it highly essential for the United States of America ever to be thinking of self-reliance. We are so blessed with God's bounty, so varied in our productivity and so boundless in our resources, that the combination of American genius and a committal to conservation and cultivation will leave us independent of the resources or the activities of the remainder of the world.

Essence of New Bill

As the first big step in the united campaign for the national forest policy, the following legislation is proposed:

1. Authorizing the secretary of agriculture, after consulting appropriate local agencies, to approve an adequate policy for each state, covering the essentials of fire protection on timbered and restocking lands, reforestation of denuded lands, and where and to the extent necessary, cutting and removing of timber crops so as to promote continuous production of timber on lands chiefly suitable therefor and authorizing his coöperation in the work required, provided there is also satisfactory local compliance in state legislation or administrative practice. Chief, although not entire emphasis for the time being on fire prevention, as the most important single step, and not less than \$1,000,000 annually available for such coöperation with states.

2. A survey to obtain necessary information as to forest resources, forest production, and forest requirements of the nation.

3. Provision for studies and experiments in forest production methods, wood utilization, timber tests, wood preservation, develop-

(Continued on page 17)

"I have sought to emphasize the thought of reforestation because I think it highly essential for the United States of America ever to be thinking of self-reliance. We are so blessed with God's bounty, so varied in our productivity and so boundless in our resources, that the combination of American genius and a committal to conservation and cultivation will leave us independent of the resources of the activities of the remainder of the world."—President-Elect Warren G. Harding on proposed new Federal forest conservation legislation.

Appalachian Loggers Hold Congress

F. G. Norcross Is Elected President; Permanent Secretary Is Appointed; Liberal Forest Conservation Appropriation Urged

The fall meeting of the Appalachian Logging Congress, held in Knoxville, Tenn., on Nov. 11, 12 and 13, was highly successful from every point of view. The best result of the meeting was that its members decided to broaden the scope of its work, employ a permanent secretary and open headquarters in Knoxville.

Heretofore, the activities of the Congress have largely been confined to the spring and fall conferences, usually of three days' duration, and, when practicable, taking the third day to visit some operation.

The published program was closely followed, except that the response of welcome was made by D. M. Rose of D. M. Rose & Company of Knoxville, in place of Col. W. B. Townsend, first president of the Congress, who found it necessary to go east on the day before the sessions opened; and the substitution of A. W. Dodge of the Lidgerwood Company for E. A. Gas-kill, also a former president of the Congress, who was unavoidably detained at the last moment.

Mr. Dodge made a most interesting talk on his brief experience in the employ of John D. Rockefeller, Jr., in labor and welfare work, diverging to making some valuable remarks on coöperation and organization.

F. G. Norcross, in charge of the operation of the New River Lumber Company at Norma, Tenn., was elected president, and John Raine of the Meadow River Lumber Company, Rainelle, W. Va., was re-elected vice-president. Mr. Raine has just returned from a visit to the battlefields of France, so felt he could not attend this session, but was represented by his son, B. D. Raine, and H. L. Graves of the same company.

Sunderland Made Secretary

T. Sunderland, for eight years with the Kentucky Lumber Company, Williamsburg, Ky., and later with the Jellico Lumber Company, was elected secretary for the next twelve months, he having made practically all arrangements, including the program, for the Knoxville session. M. W. Stark, Columbus, O., of the American Column & Lumber Company was chosen chairman of the executive committee, and on the same committee are retiring president W. T. Latham, Andrews Manufacturing Company, Andrews, N. C.; C. L. Babcock, Babcock Lumber & Land Company, Aleo, Tenn.; G. N. DeLaney, Kentucky Lumber Company, Williamsburg, Ky.; J. F. Shea, Shea Bros., Knoxville, Tenn.; Andrew Gennett, Gennett Bros., Asheville, N. C.; T. W. Hampton, Boone Fork Lumber Company, Shull's Mills, N. C.; L. D. Gasteiger, Pittsburgh Lumber Company, Braemar, Tenn.

On the nominating committee for the next twelve months are:

W. T. Latham, chairman; C. L. Babcock, L. D. Gasteiger, G. N. DeLaney and T. W. Hampton. On resolutions: Geo. L. Wood, R. E. Wood Lumber Company, Baltimore, Md.; M. W. Stark and W. H. Hopkins, New River Lumber Company, Cincinnati, O. On entertainment: W. C. Champion, Cincinnati, representative of the Clyde Iron Works, chairman, with power to appoint his committee.

Resolutions were passed urging more liberal federal appropriation for forest conservation and reforestation; calling for more

stringent prohibition enforcement in the mountains (present lax enforcement said to be demoralizing labor); pledging the Congress to support every proper effort to increase home building, declaring lumber prices to approximate production cost, further stating that lumber is only about one-third the cost of frame buildings; and thanking all Knoxville and its newspapers for their interest and support of the Congress, and the Lumbermen's Club for its lavish hospitality.

Lumbermen's Club Entertains

The Lumbermen's Club resolved itself into a glad hand committee, and its members not only welcomed the Congress but were on the job entertaining and looking after every want of members of the Congress, their efforts reaching the peak in the entertainment of Thursday night with a jazz band, a bountiful buffet lunch and snappy vaudeville stunts. Carl F. Maples, president of the club, welcomed the Congress, and J. M. Logan, chairman; U. S. Andes and H. N. Sexton comprised the committee which arranged the Thursday night session. W. C. Champion arranged the Friday night banquet, which was a complete success, Judge H. B. Lindsay acting as toastmaster and Riley Wilson of Charleston, W. Va., aiding in the entertainment. The vaudeville stunts following this were also very enjoyable.

The attendance was very representative, members coming from as far north as Cincinnati and Columbus, as far east as Pennsylvania, Baltimore and Clarksburg, while operations in West Virginia, Virginia, Kentucky, Tennessee, North Carolina, Alabama and Georgia were represented by their highest executives. Many leading machinery, trade journal and lumber association representatives were present, the attendance reaching 150 Thursday night, when motion pictures of Lidgerwood & Clyde skidders, Bucyrus steam shovels and Holt tractors were shown. A large number of the lumbermen saw a successful

demonstration of the Oliver tractor, made in Knoxville on Saturday afternoon.

Friday afternoon proved a highly beneficial session, confined to the lumbermen, when heart to heart talks were made on costs, labor and other production problems.

The new secretary was given a tentative program to work out, but the president, executive committee and members will make an exchange of ideas bureau of the secretary's office, and he will issue bulletins from time to time when there is any information of value to disseminate.

President Norcross is a man of ideas and force, and the Congress was most fortunate in electing him president at this pivotal time. He will work hand in hand with Secretary Sunderland, which should assure that the Congress will be of great benefit to every member who will coöperate with them.

Large and valuable coal and timber territories will be opened up by the construction of the Morgantown & Northwestern railroad, which is one of the new carriers to which charters have recently been issued by the Secretary of State of West Virginia at Charleston. The railroads will be built in Monongalia county and will connect with trunk lines into Wheeling and other points.



M. W. Stark, Columbus, Ohio, Chairman of Executive Committee

Big Order Leads Export Revival

The reported booking of an order for 50,000,000 feet of hardwood lumber by a Memphis firm for shipment to Europe is the chief topic of conversation wherever two or more lumbermen are gathered together. There has been, and still is, a vast amount of secrecy about this order. The firms booking it refuses to make any statement in regard thereto and do not desire their identity disclosed. It is, therefore, very difficult to confirm the report or to secure any definite information in regard thereto.

It may be stated, however, on the basis of the best information obtainable, that German bankers in New York are financing the transaction with the proceeds of the sale of German securities still available in the United States, and that 100 cars, amounting to approximately 1,500,000 feet, will be shipped in the near future. When, if at all, the remaining 97 per cent of the quantity of lumber said to be involved in the order will be shipped is conditional on how the first 100 cars turn out and on how the various interests connected with the transaction fare on this initial shipment. It would, therefore, seem that the order is a conditional one, and it is generally conceded that some time must elapse before additional shipments are made after first lot of lumber has gone forward. Three firms are supposed to fill the order or such portions thereof as actually materialize.

It is stated in some quarters that there is more involved in the order, or that its potentialities are greater, than is suggested by the frank skepticism of the majority of the trade regarding it. That there is a vast amount of skepticism regarding the order, so far as its actuality or its potentiality is concerned, is true. The majority of Memphis lumbermen insist that there is very little in it, but there are several members of the trade who declare that there is a great deal more in the order, so far as its genuineness and authenticity is concerned, than is credited by the skeptics. It would therefore seem that the future must disclose what there is in the transaction.

It is known that a representative of the German syndicate which is to receive the lumber is now at sea en route to this country, to personally handle the details of the shipment of the remainder of the 50,000,000 feet with the Memphis holders of the contract. The order is for No. 2 common and better oak and No. 1 common and better red gum.

In the meantime, announcement of this order, without any qualification whatever, by the Commercial Appeal has intensified rather than lessened the problems of hardwood lumber manufacturers in this part of the country. The Commercial Appeal circulates throughout the southern hardwood producing area, and every millman and every owner of timber has accepted the order as genuine and has used it as a reason to protest against any further cut in the price of either logs or lumber.

Other Export Bookings

Announcement of the booking of this order has tended to concentrate the attention of the trade on the export situation and, whatever may be involved therein, the fact remains that the export market is showing decided signs of revival, and that considerable quantities of hardwood lumber are being booked for shipment overseas. R. L. Jurden of the Penrod-Jurden Company, who returned November 19 from Philadelphia, New York and other eastern centers, reports that his firm has booked 30 car loads of gum for immediate shipment to Havre, France, and that practically one-half of this quantity is now moving to the port for loading. The Panola Lumber & Manufacturing Company has recently booked, according to C. M. Kellogg, an order for 400,000 feet to be shipped to the United Kingdom. This is to consist of plain oak. The Tallahatchie Lumber Company, according to W. H. Dick, vice president, has accepted an order for 265,000 feet of tupelo and cypress, which is to go forward at once. In fact, he says that part of this lumber is now moving. He further informed the correspondent of

HARDWOOD RECORD that, if the necessary stock can be secured, the quantity involved may reach 1,000,000 feet or more. Mr. Dick, however, declined to say to what foreign port this lumber is moving or will move. Another Memphis firm has secured an order for 100,000 feet of ash from England, while the Belgrade Lumber Company has recently secured orders for 85 cars of hardwood lumber, part of which will go for export. Other transactions are understood to have been made, but these are all that can be confirmed at this time.

Mr. Jurden said today that there is a very large export business in southern hardwoods pending, and that he looks for a distinct revival of foreign business in the immediate future. He has other business in negotiation in addition to the 30 cars his firm is now shipping to Havre, and he says there is notable activity on the part of lumber interests at Philadelphia, Baltimore, New York and other eastern ports. Other prominent members of the trade here are in the East now, including John W. McClure of the Belgrade Lumber Company, and William Pritchard of the Panola Lumber & Manufacturing Company and the Pritchard & Wheeler Lumber Company. J. H. Townshend, president of the American Overseas Forwarding Company, too, has been in New York within the past ten days in connection with pending export business. This agency is handling a considerable percentage of the forwarding, booking and insuring of cargoes of hardwood lumber and other commodities going to Europe, and maintains an extensive quotation service on ocean freight rates. It may be noted, in this connection, that Mr. Townshend reports the booking of more business for export in hardwood lumber than at any time since the company was organized in the summer of 1919. This is accepted by the trade here as striking evidence of the revival of overseas business. It may also be noted that another prominent lumberman, who does not care to have his name used, is authority for the statement that more business has been booked for overseas markets during the past two or three weeks than during any sixty-day period within the entire year.

Overseas Beat Domestic Prices

While it is difficult to secure positive or specific information regarding prices on export shipments, it can be stated authoritatively that these are materially higher than those offered by domestic interests. One of the firms which is now making shipments to Europe is authority for the statement that it is receiving approximately \$25 per thousand more for lumber being sent to Europe than it is offered for lumber by domestic buyers. The firm securing the 50,000,000 foot "order" is quoted as saying that

(Continued on page 22)

(Continued from page 15)

ment of by-products and other steps to bring about the most effective use of the nation's forest resources.

4. Provision for a study of forest taxation, to assist states in devising tax laws which will encourage the conservation and growing of timber. Also of methods of insuring against forest losses by fire.

5. Provision for more rapid replanting of the vast areas of denuded lands within the national forests.

6. Appropriation of \$10,000,000 a year for the purchase of lands, which should be added to the national forest system, whether or not on the headwaters of navigable streams, as such purchases are now limited.

7. Authorizing acquisition of similar lands by exchanges of lands or timber when clearly in the public interest.

8. Authorizing the addition to national forests of lands, now in other forms of government ownership, but found chiefly suitable for permanent forest production.

The Versatility of Tractors

When tractors were first used in connection with logging operations, it was thought that their usefulness started and ended with the work of hauling logs, and it was not until recently that any great attempt has been made to apply them in snaking, bunching and loading.

As a hauling unit there can be but little question of their merit, and the only factor to consider is, the proper size and speed of such a machine. In the photograph below is shown a ten-ton Holt machine which is operating on a fairly good road. The S. A. E. rating of this machine is 60-40, which means that it is credited with 40 mechanical horse-power at the drawbar, or, with a replacement power equivalent to that of twenty-two mules.

When a long haul (most tractor men consider five to eight miles a long haul) is encountered, this type of tractor has been found successful and extremely economical. Having a speed of three miles per hour, it can travel faster than either mules or cattle and on such a road as pictured above, it will haul, approximately, from twenty-six to thirty gross tons, which is, of course, more than could be expected of stock.

Many sawmill owners and tractor experts agree that for a short haul ($\frac{1}{2}$ to 1 mile) a smaller unit is more advantageous. This is a point open to debate, with arguments on both sides. The advocates of smaller units on short hauls, point to the increased flexibility and greater speed (for returning empty) as the more essential factors, as well as the lesser operating costs of the five-ton tractor. It is very true that some five-ton tractors, when operating on short one-half-mile hauls, side by side with the ten-ton tractors, the former, have been able to make a

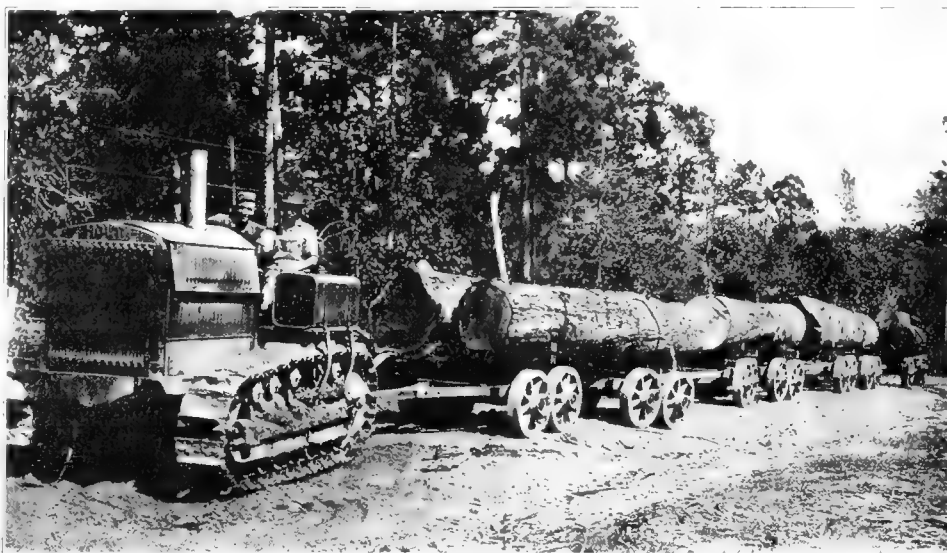
much more favorable showing at the end of the day when operating costs and tonnage were compared. The reason for this may be found in the fact that the five-ton, although capable of handling only one-half the load that is credited to the ten-ton, has a fuel consumption of approximately one-half less. And as most of these types are equipped with a high speed of six miles an hour, the small five-ton unit can return much faster than the ten-ton. From these facts, it will be seen that when a short haul is considered, the small machine will undoubtedly prove the better unit.

Photo. No. 1 shows a "mud boat" heavily loaded with good green logs. This operation is but a few miles out of Memphis, Tenn., and in one of the worst swamps in that section. The job and outfit is satisfactory, yet, we wonder what the results might be if these same logs were handled with a unit such as is pictured in Photo No. 2? This machine, which is equipped with a winch, and is doing practically the same work, has the "mud boat" rig, but without the wear and tear on the tractor - hence, lower upkeep and less depreciation. The rig, as pictured in the third photograph, is a smaller and lighter machine than either No. 1 or No. 2, yet the work which it has before it is identical, or, if anything, a little less severe. Without comment

or advice the author will only ask that sane, common sense be applied to this problem, and in making the request, bear in mind that his only interest is seeing tractors adopted universally in the woods in the interest of BETTER and CHEAPER LOGS.

The last, Photo. No. 3, shown with this article pictures a five-ton machine at work in a very severe and unusual operation. Although the results are all that, and even more than, would be expected, and greater than the owner had reason to anticipate, there is some question in the minds of practical sawmill men and tractor experts whether or not the full value of the tractor is being received when such machine is used exclusively for work as shown. Would it not have been a great deal better to have used a similar model but have such equipped with a winch and rather than drive the tractor into the swamp, a cable would be sent out with the tractor anchored firmly on solid, high ground? A winch and cable on such a machine could easily handle a log similar to the one which it is now dragging in. A great deal of breakage on the tractor would then be eliminated and the operating cost materially reduced. In all fairness to the manufacturers of these various tractors, operations using them should realize that a mechanical appliance is limited and can not do the impossible. Tractor manufacturers have agreed and are ready

to co-operate in a friendly spirit to serve the sawmill operators with the best measures possible. There are many jobs which certain tractors can not fill, yet which are entirely in line of duty of others. It is a very unfair deduction to assume that because a certain popular tractor is extremely successful hauling logs on a pike, or fairly good road, to expect the same model to show equally pleasing results if subjected to the severe



Ten-ton "Holt" Hauling Train of Timber Trailers

and unusual work such as snaking gum out of an apparently bottomless swamp.

In conclusion, the author advises all to "Know their Tractor," and any fair-minded sales manager or executive tractor manufacturer will agree that it is to the best interest of all concerned that the tractor be purchased to fill the requirements, rather than alter the requirements to coincide with the tractor's possibilities.

A carefully conducted investigation of the many diversified operations seems to show that the larger units are most successful in the long hauls, or over extremely bad roads on short hauls, while smaller units of the five-ton class, appear to be favorites for short hauling and snaking, if the latter is not too severe. Swamp logging is too recent work for the tractor to permit any authentic conclusions, but experience leads many to believe that the tractor which is equipped with a winch and which not only replaces cattle but works like an overhead skidder, is much more desirable than any other type.

Tractors have come to stay. They are, undoubtedly, one of the greatest time, labor and money savers ever placed in a logging camp. But in determining the proper one for any particular job, upkeep, depreciation, etc., must be figured.

Motor Trucks on Logging Railroads

The possibility of utilizing motor trucks as the motive power for operating logging trains on standard gauge logging railroads was described by O. G. Erickson of Detroit, Mich., before the Appalachian Logging Congress in Knoxville, Tenn., last week. The experience which he gave consisted of the employment of trucks in this way on a sixteen-mile railroad connecting the operation of a mill between Nashville, Tenn., and Atlanta, Ga., with the main line of the Louisville & Nashville railroad.

He was lead to experiment with the use of motor trucks instead of locomotives because of the fact that the ties in this sixteen-mile railroad had rotted during a period in which the logging operation had been abandoned, so as to be unable to bear the weight of a locomotive. His company desired to be spared the expense of replacing these ties along the sixteen miles of the right-of-way, and he conceived the idea of using motor trucks with flanged wheels in place of the locomotives. "The problem was to find a truck of sufficient pulling capacity with the wide flange that would be adaptable to use on the railroad track," said Mr. Erickson to the Congress. After looking over several different sizes and makes of trucks, his company finally bought two 2-ton trucks, which it was found could be adjusted to their needs. This truck had a 4x5 motor.

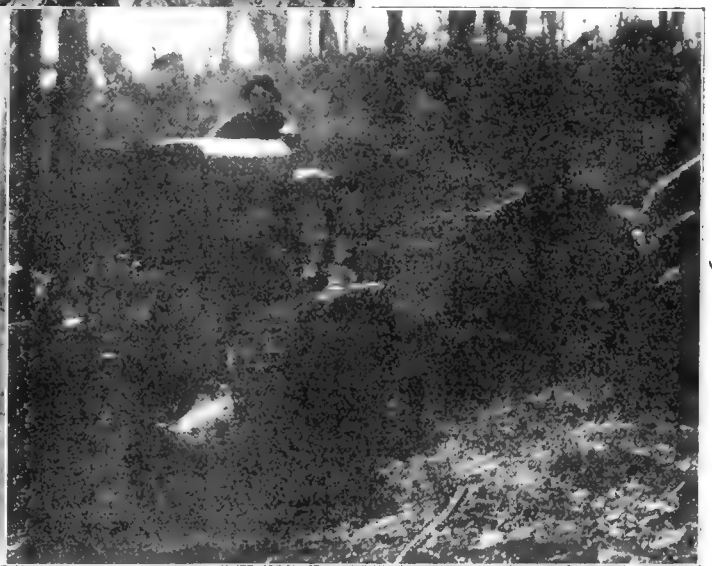


"We put in three and a half miles of new track, over 20,000 ties, and with one truck logged a mill of 500 logs daily capacity," he said. "We logged over 2,250,000 feet to the mill. We started this work in February and finished it about the middle of September, a period of six months when the weather was bad."

Mr. Erickson said that they had practically no cost for maintenance on the 2-ton trucks and very little trouble with them.

He decided from their experience with the 2-ton trucks on the railroad that gasoline as a power fuel "shows point of superiority over steam up to a certain point. A truck has great power in proportion to weight, permits a good hauling capacity over railroads that will not bear a locomotive and requires no steaming up.

"In connection with the trucks comes a problem of cars or trailers. These must be of light weight. We purchased special roller bearing mining car wheels and axles. These wheels had a 5½-inch face. When made up into 8-wheeled cars they proved quite satisfactory and did good service. However, we found it advisable not to continue adding to this type of equipment and later placed an order with the same company for a light logging car of 25,000 capacity. This car was to have 24-inch wheels with 6-inch face and 2 inch flange. While the flange might ride the frogs, this would be no special disadvantage and would insure against climbing out over bad joints. A 1¾



Photograph at top shows a "Mud Boat" heavily loaded with green logs. At the left is displayed the effectiveness of a tractor with a winch in place of a Mud Boat. The photo at the right pictures a 5-ton tractor at work in a severe and unusual operation.

The company had two camps, one ten miles from the mill and the other sixteen. The railroad had a 7 per cent grade into the mountain, and on the lead a 4 per cent grade with about a 35 per cent curve. The 10-mile hauling job was taken care of by one of the 2-ton trucks, and 1,500,000 feet of lumber came out of this camp at the rate of 12,000 feet a day. Cost of hauling logs was about 40 cents a thousand for gasoline. It was found possible to attain a speed of as high as 20 miles an hour in hauling, but this was not practiced.

flange is probably the correct size, as it would be ample."

Mr. Erickson believes that a demand is going to develop for motor trucks adaptable to use on railroads, and believes that it would be a good move for some company manufacturing trucks to undertake the working out of a model especially fitted to this kind of service. It is his opinion that this might be made to pay.

The members of the logging congress manifested considerable interest in Mr. Erickson's statements, and gave him most careful attention.

Building Prospects Continue Dark

Testimony developed during the hearings held by the Senate committee on housing in Chicago at the Auditorium hotel, Nov. 10 and 11, failed to sustain the hope and expectation that the building program of the nation might be aroused from its lethargy within the next few months by substantial recessions in the prices of construction commodities, following the lead taken by lumber. According to the testimony given to Senator Calder, the chairman, and his colleagues of the committee, by leading cement and brick manufacturers of Chicago and the Middle West, and by labor leaders of national as well as local importance, there is no prospect of reductions by next spring of the cost of the commodities which they represent. The representative (Edward Hines, president of the Edward Hines Lumber Company) of the lumber industry alone, of those who gave their expert testimony to the committee during its two-day session, was able to announce a substantial reduction in the cost of his commodity from the position of peak prices. Mr. Hines reported to the committee the decline in the prices of lumber during the past seven months of from 13.43 per cent to 36.37 per cent; in dollars and cents per thousand feet from \$9 to \$60; or, using earloads as a unit, with an average of 25,000 feet per earload, from \$225 to \$1,500 per ear. He said that the prices of building lumber are now as low as they can go and pay for its production.

But in spite of this, members of the committee and witnesses were moved to reveal a hostile attitude toward the lumber industry and a thorough lack of appreciation of the value of this substantial reduction in lumber prices. John Donlin, head of the building trades division of the American Federation of Labor, remarked with calm sarcasm that the lumber industry was indulging in no great act of philanthropy when it reduced the cost of lumber 30 per cent, after having raised it 300 per cent. After Mr. Hines had stated that the high altitude attained by lumber prices was due to "a combination of circumstances," Senator Kenyon of Iowa wanted to know if the witness meant "combination of circumstances, or combination of lumbermen?" Thereafter Senator Kenyon questioned Mr. Hines sharply in the very plain effort to have him admit that the high price levels reached by lumbermen were due to collusion on the part of the members of the lumber industry rather than natural causes. Having ascertained from Mr. Hines that southern pine roofing boards that sold, in Chicago last April for \$70 per thousand feet could now be had for \$45 and \$42, Senator Kenyon wanted to know why it was necessary for the lumber dealers to sell their product for \$70 a few months ago when they could now let it go for \$42. He wanted to know if this was "philanthropy." Mr. Hines explained that dealers are buying lumber from the mills at a much lower figure than in April and that the mills are selling at a loss. Seventy dollars only represented a fair margin of profit, he said, because of the high cost of labor and other difficulties. Labor represents two-thirds of the cost of lumber, and that advanced over 100 per cent, to say nothing of the radical advances in transportation and other factors contributing to the production and distribution of lumber.

Senator Kenyon then made the point that labor cost now is as large as when \$70 per thousand was charged for roofing boards. Mr. Hines answered him with an explanation of the peculiar difference between a lumber and any other industrial operation. There is a tremendous overhead expense to be taken care of, he said, which other industries do not have to bear. In order to warrant the building and operation of a lumber mill a timber supply twenty-five years or more in advance of the saw must be purchased and held. This ties up a tremendous amount of capital in the way of purchase price and taxes, the interest on which runs into large figures. This overhead cost must be provided for in the selling price of lumber, otherwise lumber operations would have to be conducted at a loss.

The testimony further of local financiers, real estate men, manu-

facturers, mortgage bankers, building and loan representatives, architects and sociologists, given at the hearing, induced the conclusion that unless the cruel and inevitable processes of economic laws force down the cost of building commodities, including labor and credit, little progress will be made in overcoming the housing shortage until the Government has put in operation some scheme which will artificially render building enterprises attractive.

Building Paper Unattractive

The testimony introduced agreed without dissension that the chief obstacle to building operations is the unattractive aspect of building securities, paying only 6 to 7 per cent interest as compared to industrials paying 8 and more and tax exempt Government securities, paying, because of this exemption, better than 6 and 7 per cent. There is no inducement under such circumstances for investors who formerly habitually put large sums in building mortgages to continue that practice. The banks no longer consider loans on building mortgages attractive. Accordingly it was suggested that Congress might encourage investment in building mortgages by arranging for the exemption of such securities from income and other Federal taxation. Senator Calder called attention to the Calder Federal Building Loan Bank bill, which he has introduced in Congress providing for the tax exemption of building bonds and mortgages held by individuals to the extent of \$40,000. Exemption of building securities, however, from Federal taxation was objected to by such competent witnesses as James B. Forgan, chairman of the Board of the First National Bank and First Trust & Savings Bank, and George H. Taylor of the Chicago Mortgage Bankers' Club, on the principle that it is an unsound policy to add anything to the classes of property exempt from taxation. Mark B. Rider of the Building Association League of Illinois, urged the passage of the Calder bill (the bill having the exemption feature), which was indorsed by his association last June. Other suggestions were the loaning for building purposes of Postal Savings Bank deposits at low rates of interest, the establishment of a home loan bank in each Federal reserve district, the stock to be subscribed by building and loan associations, and mortgages to be accepted as collateral for loans up to 60 per cent of the property involved, and the creation of the post of Secretary of Construction in the President's cabinet. This suggestion was made by E. K. Cormack, president of the Consolidated Company of Chicago and representative of the National Builders' Supply Association, who declared that the housing problem is one which can not be solved by temporary expedients.

The wisdom of direct loans by the government for building purposes was questioned by various witnesses, and Senator Calder explained several times during the course of the hearings that the committee hoped that the Government would be able to avoid direct subsidies, such as now employed by the French and British governments to stimulate home building. In Great Britain the government undertakes one-third of the cost of housing construction and loans money at 2 per cent, which it borrows at 7 per cent. The French government finances housing construction to the extent of 50 per cent. Senator Calder said he feared that if the housing shortage is not improved, within the next few months there will be a popular clamor for such subsidies.

The excess profits tax and the graduated income tax came in for general execration from the witnesses, as being responsible not only for a large part of the reluctance of investors to take building bonds and mortgages, but as responsible in great measure for the high cost of building commodities. There was no dissent from the opinion that the excess profits tax must be repealed and the income tax revised so as to more evenly distribute its burden. A sales tax was suggested by Mr. Forgan and others as a substitute for the excess profits tax, and when Senator Kenyon suggested that

(Continued on page 26)

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prices are "entirely satisfactory," while one other firm reports that quotations on foreign business are "higher than those being offered in this country." Some time ago, when the market began crumbling, quite the reverse was true. Lumbermen were willing to sell to Europe on lower terms than to American buyers on the theory that shading of prices overseas would not adversely affect the domestic market. Now the foreign buyer is paying higher prices than the domestic one and is taking the initiative in the resumption of buying.

It remains to be seen what will be the effect of the formation of the Federal Foreign Finance Corporation by southern bankers on the lumber industry and particularly on exports of this commodity. This corporation is to be formally launched Jan. 1, 1921, and is to have an initial capital stock of \$6,000,000, with the idea of increasing it eventually to \$12,000,000. It is to have financing power ten times as great as its capitalization, and it is being formed by southern bankers and business men for the explicit purpose of providing long-time credits to foreign buyers of cotton, lumber, rice, sugar and other southern commodities. Practically all the southern states have taken their full quotas, and it is confidently predicted that the corporation will be doing business at the beginning of the new year. Lack of purchasing power, due to the stringency of money and the tightness of credit, has been given as the principal reason for the slow foreign demand during the past year or more, and the belief is entertained by bankers, cotton men, lumbermen and other interests that long-time credits, extended through this corporation, will prove the most tangible, definite and far-reaching step that has yet been suggested for rehabilitating foreign buying of lumber, cotton and other products accumulating in the United States for lack of foreign outlets.

There is nothing suggestive of a change for the better so far as domestic business is concerned. Some of the largest owners of

lumber in Memphis are authority for the declaration that business is, if anything, less satisfactory, as to volume and prices, than it has been at any time since the depression manifested itself. Those who are willing to sell their lumber at the decline are finding a fair call for their holdings, but those who are at all disposed to keep their lumber unless they are able to realize something well above the cost of production are practically out of the running. In this connection, it may be noted that some shrewd lumbermen here are buying in the open market on the theory that they can buy the lumber more cheaply than they can produce it. Domestic consumers, it would appear, are not showing the slightest disposition to anticipate their requirements at this time, despite the fact that prices have receded rather more than 50 per cent, on an average, from the high level ruling last spring. The feeling, however, is gaining ground that the activity of foreign buyers, and the fact that lumber is more likely to advance than to decline further, will bring about a change of attitude on the part of domestic consumers in the near future, and that revival of active buying may be rather closer than was indicated a short time ago.

In the meantime, it can be stated authoritatively that improvement in the market, incident to the larger buying on the part of Europe, has not brought about the slightest deviation from the curtailment policy recently inaugurated by hardwood lumber manufacturers in the southern field. The majority of these announced some time ago that they would cut up the logs they had on hand and close down their plants indefinitely. They have been doing this religiously during the past few weeks. Furthermore, some of the lumbermen who believed they would continue to operate at capacity have tired of piling up lumber for which they were receiving very limited demand and have joined the procession of those who declared for curtailment. Mills are going down every few days, and it is generally conceded that, as a result, production of hardwood lumber is probably considerably short of one-third of normal.

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Little Buying Done at Eastern Furniture Market

Important meetings of members of the National Association of Chair Manufacturers of the Ohio Valley Zone at Cincinnati, Nov. 15, at New York city, Nov. 17, and the Jamestown furniture market, confirm the evidence deduced at the meeting of chair manufacturers of the Western Zone in Chicago, Nov. 12, that the market for chairs and furniture will be exceedingly indifferent until after Jan. 1. This means, according to a statement issued by Wm. B. Baker of Chicago, secretary of the National Association of Chair Manufacturers, that there will be further curtailment of the manufacture of furniture.

"I was in Jamestown the eighth day of the exposition," said Mr. Baker on his return to Chicago, "the total attendance up to that day being 328, whereas on the opening day of the Jamestown market a year ago the attendance equaled the amount stated for the eighth day this year. There was no buying, and the fact is patent that there will be no buying for the balance of this year."

Proof of this lies in the fact, Mr. Baker said, "that one or two lines of chairs at the Jamestown market which were priced considerably below the average values did not receive a satisfactory volume of business. In viewing certain lines I was impressed with the fact that manufacturers in their zeal to attract buyers were pricing their chairs regardless of values and were not collecting for well designed chairs a proper advance over the staple patterns.

It is understood that at the meeting of fancy chair manufacturers in New York it was decided to recommend to furniture manufacturers that they analyze their lines and, having established prices which will represent costs and a fair profit, shall issue to the trade on, or about Dec. 10 to 20, new price lists, with the statement that the prices in that list are guaranteed to remain unchanged until April 1, 1921. The purpose of such a policy is to impress the retailer by his receiving at about the same time, prices which are

guaranteed for ninety days from Jan. 1, that the manufacturer has priced his product on a basis which he can maintain until April 1, and that the buyer in attending the January markets will find values established which he can confidently expect to be his guide for a ninety-day period at least.

Mr. Baker gleaned from this meeting that "what the buyers want now is a knowledge of what can be considered stable values. Given that information, the buyer will place in January orders for such goods as are actually needed. Thus it is evident that the furniture manufacturers of the country expect no revival of buying until their new price lists are presented to the retail trade and that this buying will only be to cover immediate needs.

(Continued from page 22)

Men have been laid off in the woods and at the mills until there are more mill hands and timber crews idle than was ever known at this time of the year. J. H. Bonner & Sons, with offices in Memphis and mill at Jonquil, Ark., have closed down their plant for an indefinite period. James E. Stark & Company, Inc., with 4,000,000 feet of logs in process of delivery to their mills at Memphis and Dyersburg, Tenn., announce that they will close down both of these in the immediate future. It is understood that the mill of the Kelsey Wheel Company, which has been operating during the period since the wheel plant closed down a short time ago, will go out of commission in the next few days. It is also announced by F. K. Conn of the Bayou Land & Lumber Company that he will close down his mill at Yazoo City, Miss., not later than December 1. And so it goes. All of the smaller mills closed down a long time ago because of inability to finance their operations, and, while they cut a small quantity of lumber individually, they cut a tremendous percentage of the total collectively. There may be a change of policy toward production, but so far it has failed to manifest itself. And, with winter at hand, with its rainy season, it is questionable if much headway could be made.

News from the National Capital

Protest has been filed by the American Wholesale Lumber Association with the Interstate Commerce Commission against the cancellation of present competitive rates on shipments of lumber and forest products by water.

The proposed increase in rates ranges from 2½ cents to 8 cents per 100 pounds, the association declares, and cannot be made lawfully until a hearing is held before the commission and the commission finds that such rates rest upon changed conditions other than the elimination of water transportation. Since May 31, 1918, these rates have been increased over 60 per cent, and the proposed increase will result in a total increase amounting, in some instances, to more than 100 percent, the association states.

In addition to alleging that the proposed rates are unreasonable, the association charges that they are unduly prejudicial as disturbing the rate structure on traffic from southeastern to eastern and New England points. The effect of the increase, says the association, will be the shutdown of mills which cannot absorb the added cost and the turnover of such commerce to producers in other territory. The recent general flat increase in rates already has had a disastrous effect in curtailing demand for Pacific coast lumber, the association declares.

Investigation Nearly Finished

It is understood that the lumber investigation which has been under way for some time by the Federal Trade Commission, at the request of the Department of Justice, is nearly completed.

It has not been decided, as yet, whether the report will be made public by the Federal Trade Commission, when it is given to the Department of Justice or not. Inasmuch as it is supposed to be a confidential report to the Department of Justice, it does not seem likely that it will be made public by the Federal Trade Commission.

Cities' 1919 Building Bill

Approximately \$951,047,495 was spent in 1919 in new building operations in leading cities of the United States, according to a report just issued by the Geological Survey, Department of the Interior.

The report shows the number and cost of buildings erected in 128 of the larger cities, classified by the character of the principal material entering into their construction; also the number and cost of additions and repairs and alterations to buildings in those cities.

In these cities there were 186,933 new operations, costing \$951,047,595; 131,729 additions, alterations or repairs, costing \$171,024,832, and 20,846 miscellaneous operations, costing \$15,246,422.

In 141 cities, 365,972 permits were issued for buildings erected in 1919, representing a cost of \$1,302,998,607. Approximately the same cities reported 210,538 building operations in 1918, costing \$430,041,365. The record for 1919 thus shows an increase of 155,434, or 74 per cent in operations and of \$872,984,242 or 202 per cent in cost. The average cost per operation in 1919 was \$3,560, the highest recorded.

Huge Shipping Board Sale

Sales of surplus materials on the Pacific coast, including a large amount of lumber, with an estimated valuation of \$15,000,000, was announced here by Admiral Benson, chairman of the Shipping Board, to Barde Brothers, Inc.

The board is guaranteed 50 per cent of the appraised value of the materials, which must be sold by Barde Brothers west of the Rocky Mountains within one year.

The purchaser is to get all returns in excess of 50 per cent up to 60 per cent, and all returns above 60 per cent are to be divided, 75 per cent to the Shipping Board and 25 per cent to Barde Brothers. A bond for \$1,000,000 was deposited by the purchasers.

Efforts to dispose of the materials by direct sales failed to bring advantageous offers, and the board then adopted the present plan.

Cost of Running Freight Trains

The average cost of running a freight train one mile, as indicated by a comparison of the principal items of expense selected by the Interstate Commerce Commission for statistical purposes was 23.2 per cent greater in July of this year than in 1919. The total of the selected accounts was \$1.89 per miles this year and \$1.54 last year, an increase of 35 cents. In January the cost was \$1.85 and in February, the last year of government operation of railroads, it was \$1.91, showing that the increase occurred before the return of the railroads, and that there has been a small decrease since.

In March, the first month after the return of the roads to private management, the cost was \$1.79; in April it was \$1.87 and in May \$1.78, in June \$1.87 and in July \$1.89.

Application of the Texas & Pacific Railway and other carriers to continue rates on lumber from Louisiana, Texas and Arkansas, without observing the long-and-short haul provisions of the Interstate Commerce Act, was denied by the Interstate Commerce Commission on November 15.

Will Reopen Water-Rail Rate Hearing

Hearings on regulations for the payment of freight rates on commodities shipped by rail and water will be reopened by the Interstate Commerce Commission, on December 13, before Assistant Chief Examiner Butler, at Washington.

The rates in dispute concern shipments partly by railroad and partly by water, subject to the provisions of the Interstate Commerce Act, which operates both by rail and by water; wholly by the water lines of such carriers by railroads; partly by railroad and partly by water, under through-route arrangements between such carriers by railroads and water lines operated independently of such carriers by railroads; partly by railroad and partly by water, under through-route arrangements between such carriers by railroad and water lines owned or controlled by railroads; and that in each, inclusive, delivery or relinquishment of possession at destination of the freight so transported is effected by or through the water line.

Thompson Will Succeed Murdock

Federal Trade Commissioner Huston Thompson will succeed Victor Murdock as chairman of the Federal Trade Commission on December 1. This is in accordance with the regular procedure of the commission, as the chairmanship is a rotating office.

Commissioner Murdock has been chairman of the commission a year and a half, owing to the fact that Governor Fort of New Jersey, who was chairman of the commission, had to resign on account of ill health and Mr. Murdock was acting chairman for six months, as well as being chairman during his own one year's term.

Saw Logs Tariff Suspended

The Interstate Commerce Commission on November 13, suspended until March 15, 1921, the operation of certain tariffs of the Chicago, Milwaukee and St. Paul Railway Company, providing for the cancellation of existing commodity rates on saw logs from points in Wisconsin and Michigan and Chicago, Milwaukee and St. Paul Railway, Cooper Range Railway, Mineral Range Railroad and Wisconsin Northwestern Railway, resulting in increases varying from ½ to 10½ cents per 100 pounds.

Knoxville



Famous for Quality and Diversified Supply of Hardwoods

KNOXVILLE, TENN., in the heart of the great Smoky mountain range, is the hub of a vast resource of comparatively untouched hardwoods, comprising oak, poplar, chestnut, ash, walnut, cedar and many other varieties. A notable point of this supply is not merely that it exists in such vast proportions, but that the texture, the color, the figure and the working qualities of all of the hardwoods from this region are rapidly gaining deserved recognition as being of as splendid character as any that has ever existed in the United States. Write to the following firms for your supply of hardwoods in this region:

American Lumber Export Company
 Andes Lumber Company
 Andes-Niceley Lumber Company
 Blue Ridge Tie Company
 W. F. Cale Lumber Company
 Frampton-Foster Lumber Company of Tennessee
 J. M. Logan Lumber Company
 Maples Lumber Company
 J. A. Rayl, Athens, Tenn.
 Rayl Jones Lumber Company
 L. H. Shaffer & Company
 Stair-Sharp Lumber Company
 Tenn. Saw Mills Company—Kimball & Kopcke Co.
 Vestal Lumber & Manufacturing Company



62-1
 S.W. CHI

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

Annual Capacity
130,000,000 Feet.

We have given in this space, from time to time, glimpses of the general picture of our industrial and economic layout. We have told you something of our business in general; the extent of our timber supply, our mill facilities, the ideal location of our plants for production and distribution of hardwood lumber, our organization, our policies and aims, based upon the sub-structure of Efficiency and Service.

We desire to tell you now of one item only of our production,—

"RITTER" Oak Flooring

This brand of flooring is made of oak, which for durability of the material and desirability of texture is unsurpassed.

The lumber is scientifically kiln-dried, preparatory to going into our flooring machines, which are the best possible to be obtained for this character of woodworking, and on which our flooring is made in uniform match, according to the specifications of the Oak Flooring Manufacturers' Association.

It is put up in uniform bundles, firmly bound and easy to handle, and is then stored in heated warerooms, where an even temperature is maintained from the time it is stored until it is shipped. Our customers are thus guaranteed flooring in perfect condition when it leaves our mills.

Our flooring has imprinted into the wood, on the back, the brand "RITTER," thus enabling the user to avoid any possible mistake in securing this brand of flooring.

The slip tongue or spline for our parquet flooring is made on a moulder, guaranteeing a uniformity highly desirable to the builder.

We manufacture this flooring in both strip and parquet, plain and quartered.

IT WILL LAST A LIFETIME.

We also manufacture flooring in maple and other hardwoods.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

(Continued from page 20)

this might be onerous to the public, he said it might so become, but that that would not make it wrong taxation.

Substitutes were suggested when Senator Calder advised the witnesses that the moneys now being raised by the government through the excess profits tax must be forthcoming during the next fiscal year, as the Secretary of the Treasury has estimated that the government must have at least \$4,000,000,000 of taxes for the current expenses.

Cost-Plus System Scored

The cost plus system also came in for a hearty denunciation. Mr. Hines declared that the system had poisoned both the contractor and labor, and helped to pyramid the enormous burden of building costs. "Who invented the cost-plus system?" Senator Calder wanted to know.

"Those in power in Washington during the war," answered Mr. Hines.

"Of course, you exclude Congress from those in power at that time," said Senator Kenyon amid the laughter of the audience.

"It broke down the morale of both capital and labor," remarked Senator Calder.

"Well, the devil ought to be pleased with it, because it made more scoundrels than any other scheme ever invented," Senator Kenyon added.

Mr. Hines was not in accord with the opinion of the representatives of brick, cement and labor that building costs would stay up. He declared that building values other than lumber have not reached a low enough level to warrant extensive construction, and expressed the opinion that six or eight months from now costs will be materially reduced. He told the committee that he did not believe it would do any good to try to stimulate building until values of building commodities do reach the proper basis. "According to my best knowledge," he said, "lumber and labor are the only building commodities that have been substantially reduced." He then told of a settlement just made with the men at two of the

northern mills of the Edward Hines Lumber Company, whereby the men take a decrease of 10 per cent in their wages and the operation of one mill is suspended. This was a compromise with the men, they having volunteered to take a 20 per cent cut, if both mills would be continued in operation, when it was announced that they would be shut down.

Mr. Forgan said that there would be no considerable amount of money forthcoming for building purposes until values are so deflated and stabilized as to make building securities safe and profitable investments for the banks. There will be plenty of money when values have been established, he said. The banks would not loan money at present price levels, because it would only serve to stabilize the inflated prices. "There is no good reason why the cost of construction should not go down," he said.

Complain of Monopolies

E. W. Zander, chairman of the Chicago housing committee and others complained of combinations among the lumber dealers and mill work manufacturers and union labor, which restrain trade and augment the cost of building. Henry K. Holsman of the American Institute of Architects described the difficulties confronting prospective builders because of jurisdictional disputes, refusal of union carpenters to install non-union millwork, and unfair practices of contractors. Edward Freulich, attorney representing the Anderson-Lind Manufacturing Company of Chicago, complained that a contract existed between the local members of the United Brotherhood of Carpenter and Joiners and the associated mill work manufacturers, which excluded the installation of non-union mill work in Chicago, except under court protection, having the result of forming a monopoly and enhancing prices.

The committee in several instances attempted to establish by testimony that there had been and are combinations of lumber dealers, which fixed prices, but failed to do this. C. O. Bostrom, building commissioner of Chicago, said he believed there had been profiteering in lumber, but disclaimed any knowledge of combina-

(Continued on page 28)

Want to Buy Lumber For Cash

Ten to two hundred car lots. Will advance money while lumber is in pile. If immediate action desired, wire or telephone what you have to offer?

Metropolitan Lumber Co.

207 Market Street, NEWARK, N. J.

TELEPHONES: Market 4900 - 4901 - 4902 - 4903 - 4904 - 4905 - 4906

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		PLAIN TUPELO		QUARTERED WHITE OAK		QRTD. RED GUM	
1" to 4" 1s&2s.....	10 cars	1" 1s&2s.....	10 cars	1" 1s&2s.....	2 cars	1" 1s&2s.....	2 cars
1" No. 1 Common.....	10 cars	1" No. 1 Common.....	15 cars	1" No. 1 Com.....	3 cars	1" No. 1 Common.....	3 cars
1 1/2" No. 1 Common.....	5 cars	1" No. 2 Common.....	10 cars	5/8" 1s&2s.....	2 cars	1 1/4", 1 1/2", 2" No. 1 C&B.....	2 cars
1 1/2" No. 1 Common.....	1 car			5/8" No. 1 Com.....	2 cars	2 1/2" No. 1 Com. & Btr.....	2 cars
2" No. 1 Common.....	3 cars					3" No. 1 Com. & Btr.....	2 cars
1", 1 1/4", 1 1/2" No. 2 Com.....	5 cars						
WILLOW		COTTONWOOD		PLAIN RED GUM		PLAIN RED OAK	
1x13" to 17" Box Bils.....	1 car	1" 1s&2s.....	10 cars	5/8" No. 1 Com. & Btr.....	4 cars	1" 1s&2s.....	3 cars
1" 1s&2s.....	10 cars	1" No. 1 Common.....	15 cars	3/4" 1s&2s.....	2 cars	1" No. 1 Common.....	10 cars
1" No. 1 Common.....	15 cars	1" No. 2 Common.....	10 cars	4/4" 1s&2s.....	10 cars	1" No. 2 Common.....	5 cars
1" No. 2 Common.....	15 cars	1 1/4" 1s & 2s.....	5 cars	4/4" No. 1 Common.....	5 cars	1" No. 3 Common.....	5 cars
1 1/2" No. 2 Com & Btr.....	10 cars	1 1/4" No. 1 Common.....	10 cars	4/4" No. 2 Common.....	1 car	1 1/4" 1s&2s.....	1 car
1 1/2" No. 2 Com & Btr.....	15 cars	1 1/4" No. 2 Common.....	10 cars	1 1/4" & 2" No. 1 C&B.....	3 cars		
2" No. 2 Com. & Btr.....	5 cars	1 1/2" No. 2 Com. & Btr.....	15 cars				
CYPRESS		BLACK GUM		QUARTERED SAP GUM		PLAIN WHITE OAK	
1" Pecky.....	1 car	1" No. 2 Com. & Btr.....	1 car	1" 1s&2s.....	10 cars	5/8" 1s&2s.....	2 cars
1x4" and 1x8" No. 1 and		PECAN		5/8" No. 1 Com.....	3 cars	5/8" No. 1 Com.....	3 cars
No. 2 Common.....	10 cars	6/4" Log Run.....	5 cars	1 1/4" 1s&2s.....	3 cars	5/8" No. 2 Common.....	1 car
1x12" Pecky.....	1 car	8/1" Log Run.....	5 cars	2" No. 1 Common.....	1/2 car	3/4" 1s&2s.....	2 cars
1 1/2" Sel. & Shop.....	7 cars	SOFT ELM		2 1/4" No. 1 Common.....	1/2 car	4/4" 1s&2s.....	10 cars
2" Sel. & Shop.....	2 cars	3/4" Crating.....	2 cars	3" No. 1 C&Btr.....	3 cars	4/4" No. 2 & 3 Com.....	15 cars
2" Pecky.....	2 cars	6/4" No. 2 Com & Btr.....	3 cars				
2x6" No. 1 Com.....	1 car	8/1" No. 2 Com & Btr.....	3 cars	QUARTERED RED OAK		PLAIN SAP GUM	
3" Shop.....	1 car	10/4" No. 2 Com. & Btr.....	3 cars	1" 1s&2s.....	5 cars	1x13" to 17" B&B.....	5 cars
QUARTERED TUPELO				1" No. 1 & 2 Com.....	3 cars	5/8" 1s & 2s.....	8 cars
1" 1s&2s.....	2 cars	QRTD. FIG. RED GUM		1 1/4" 1s&2s.....	3 cars	4/4" 1s and 2s.....	10 cars
		1" 1s&2s.....	1 car	1 1/4" No. 1 Common.....	2 cars	4/4" No. 1 Common.....	10 cars
		1" No. 1 Common.....	1 car			4/4" No. 2 Common.....	10 cars
				MAGNOLIA		5/4" No. 1 Com. & Btr.....	10 cars
				1" No. 2 Com. & Btr.....	5 cars	5/4" No. 2 Com.....	5 cars

Important Meeting of Woodworking Engineers to Be Held as Result of Thomas D. Perry's Address

An address made by Thomas D. Perry, vice-president and manager of the Grand Rapids Veneer Works, Grand Rapids, Mich., a very short time ago before the American Society of Mechanical Engineers, of which he is a leading member, has already begun to bear important fruit. This address surveyed the vast opportunity for the application of engineering skill and brains in the woodworking industry, and now the American Society of Mechanical Engineers is preparing to hold a meeting at its headquarters, 29 West 39th street, New York City, on the woodworking phase of engineering. This meeting will take place Dec. 7 to 10.

A half-dozen papers dealing with important phases of the mechanical problems of the various woodworking industries have been prepared by engineers of known authority in their lines for presentation at this meeting. It is to be called the "Forest-Products Session" and held under the auspices of the Committee on Woodworking, composed of Thomas D. Perry, chairman, C. E. Paul and Grant B. Shipley. It will probably be the most important gathering of engineering brains devoted to woodworking ever held in this country and deserves the attendance of all forward-looking woodworkers. The papers mentioned are as follows: Photographic Study of the Woodworking Industry, F. F. Murray; Engineering in Furniture Factories, B. A. Parks; Use of Wood in Freight Car Construction, H. S. Sackett; Machining Railroad Cross-Ties, D. W. Edwards; Creosoted Wood-Block Factory Floors, L. T. Ericson; Processes and Equipment Used in Wood Preservation, E. S. Parks and J. M. Weber; Electrically Driven Sawmills, A. E. Hall.

The address which is responsible for this important meeting of woodworking engineers was published under Mr. Perry's signature in HARDWOOD RECORD on Oct. 10. In it Mr. Perry declared that "while

the woodworker may not have needed the engineer in the past, he certainly needs him now. Raw material is increasingly more valuable; and wasteful methods are increasingly more culpable; labor requires higher wages; mechanical methods are in demand; manufacturing units are larger; need for coordination is more pressing; and output is more standardized. Proper adjustments to meet these conditions will permit larger and more intensive production."

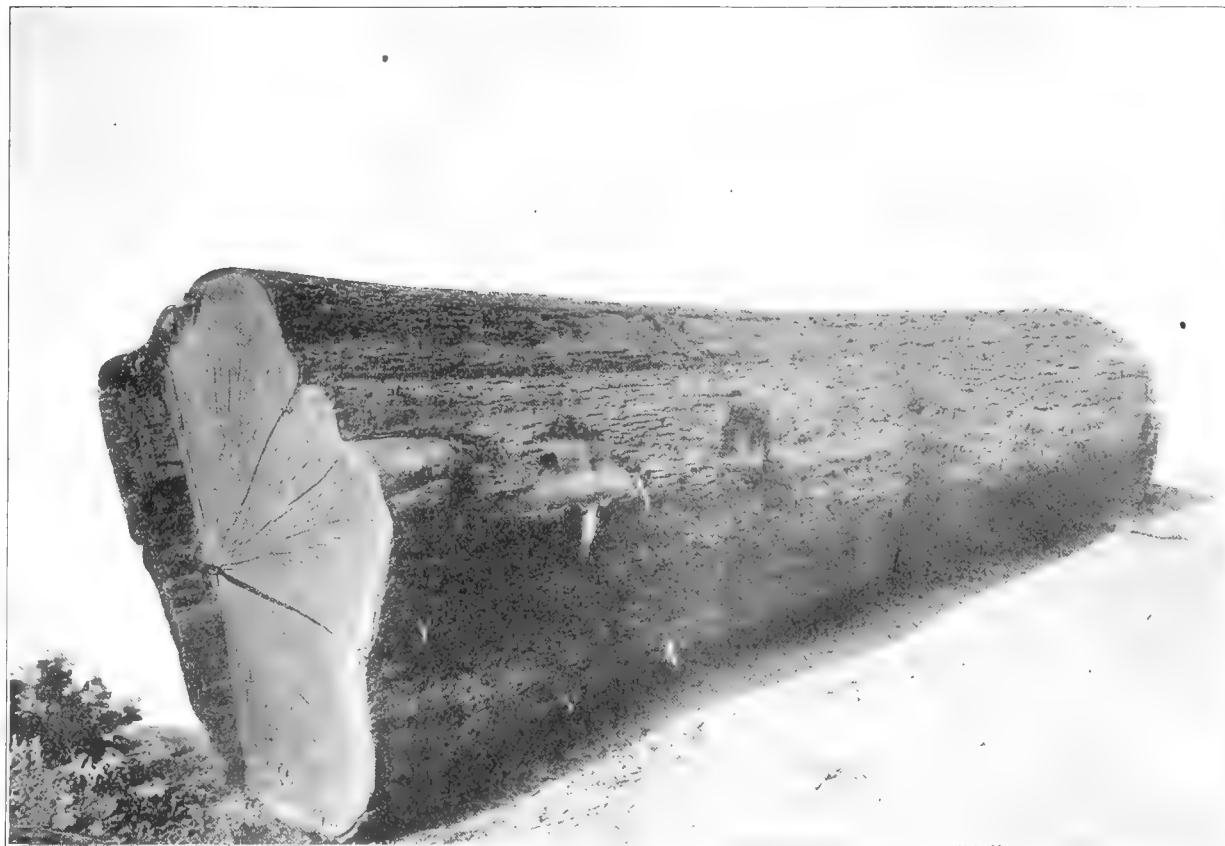
(Continued from page 26)

tions to fix prices. Senator Kenyon had asked if it was not true that quotations of building lumber made by Chicago dealers were generally identical, indicating knowledge of one another's bids?

Relative to the actual shortage of housing in Chicago, it was established that the city is short about 50,000 homes, and that "no less than 500,000 people," in the words of B. J. Rosenthal of the Chicago Housing Association, "are improperly, insufficiently and viciously housed." Mr. Holsman declared that plans for buildings in Chicago which would take two years to execute are being held up pending the return of proper conditions for building.

The advisability of building at this time from the standpoint of transportation available for carrying building materials was urged by C. H. Markham, president of the Illinois Central railroad. He told the committee that "unless all present indications are misleading the railways for some time to come will be able without much difficulty to transport all the building materials which can be used." But he warned, however, "that nobody can tell how long this situation will exist."

One of the most hopeful immediate results of the hearing in Chicago was the assurance which Mr. Donlin gave Senator Calder that the building trades division of the American Federation of Labor, which he represented, would coöperate with the committee in every possible manner to stimulate and further building operation.



QUALITY ALL THE WAY THRU

NATURE put quality in the tree—man didn't. Man endeavors to bring out that quality in sawing into lumber with modern accurate machinery. You, though, as a lumber buyer are interested only so far as you receive *all* of that quality the tree produced in the grade you ordered.

Our timber just naturally grew right; our manufacturing is correct, and we are proud to say we never yet forwarded a shipment that did not contain every last foot, high line as well as low line that naturally came in the grade bought. Nor are we laying down on old low-priced orders; they are getting just as careful attention and just as full quality as our latest top market sale.

Manufacturers and Wholesalers Southern Hardwoods

A. M. Richardson Lumber Company
HELENA **ARKANSAS**



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE
N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS
GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND WAREHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



With the Trade

Suspension of Penalty Urged

The Southern Hardwood Traffic Association through J. V. Norman, its chief counsel, has filed a petition with the Interstate Commerce Commission asking for suspension of the proposed increases in demurrage rates pending a hearing of the matter at which shippers will have the right to enter their objections to the new schedule. J. H. Townshend, secretary-manager of the organization, is authority for the statement that he expects favorable action on the petition. The association, in a statement issued to its members, says:

"It is stated that this is an emergency measure, due to car shortage, but the majority of members feel that any such emergency is passing, if it has not already passed, and, that there is, therefore, no justification for the increased demurrage charges, especially in view of the fact that many of the carriers are not now using their equipment with maximum efficiency."

Big Texas Company Changes Hands

Charles Sigler and associates have purchased the Beaumont Shingle and Lumber company for approximately \$225,000, one-half of which was paid in cash. The change in ownership will take place on Nov. 10, and it is probable that Mr. Sigler will make some improvements at the plant. The company owns about eight million feet of yellow pine and two million feet of hardwood timber in Jefferson county which is served by tramway, two locomotives, loaders, skidders and other equipment on the Gulf & Interstate at Walden station. It owns two million feet of timber in Orange county and a like amount in the same territory under contract. This latter timber can be reached by floating down the Neches river.

The Beaumont Shingle and Lumber company was organized by W. C. Gray in 1905 with a capital stock of \$35,000. Later when its scope of operations was enlarged, the capital was increased to \$100,000. He was president and general manager. Other active officers in conducting the company's affairs are L. N. Newman, vice president, and B. F. Chambers, secretary and assistant treasurer.

Mr. Sigler and associates now operate mills at Colmesneil, Texas, Leesville and Singer, La. Their mill at Woodville was destroyed by fire some time ago.

Interest Rates Opposed

The Southern Hardwood Traffic Association appeared before the Southern Freight Rate Committee, with headquarters at Atlanta, at the Hotel Gayoso, Memphis, Monday, Nov. 15, and entered a vigorous protest against increasing the rates on box and crate material to a level 5 cents above the common lumber rate between all points in Southern official classification territory. Representatives of the Anderson-Tully Company, of Memphis, also participated in the hearing and joined in the protest.

C. A. New, assistant secretary-manager, said after the meeting that it was highly probable that the increase in the basis would not be allowed and he also expressed the opinion that tariffs would shortly be issued prescribing the common lumber rate for these materials.

Building Slump Continues in October

Building activities in the United States continued on approximately the September level throughout the month of October, judging from statistics reported from 191 cities, says the last number of The American Contractor. These cities show a total valuation of \$96,172,999 for building permits in October. For September the permits in 203 cities totalled \$101,834,729.

The average valuation of permits per city in September was \$501,640; the per city average for October is \$503,524. The average per city for the first eight months of 1920 was \$696,920, or nearly \$200,000 more than the averages for September and October.

Eighty-five cities show an increase in October over September. Exceptional decreases are noted in Boston, Akron, San Francisco, New York, Cleveland, Chicago and Philadelphia.

This comparison may also be made for 191 cities:

October, 1919, number of permits, 40,653; valuation, \$157,528,977.

October, 1920, number of permits, 35,794; valuation, \$96,172,999.

When proper allowance is made for the differences in construction costs as between 1920 and 1915, for instance, it is obvious from the following table of city averages that the volume of business in October, 1920, was much less than 50 per cent of the October record in 1915.

Year	August	September	October
1920.....	\$ 626,750	\$501,640	\$503,524
1919.....	1,000,000	860,000	890,000
1918.....	287,000	225,000	162,000
1917.....	416,000	435,000	498,000
1916.....	624,000	627,000	776,000
1915.....	615,000	594,000	807,000
1914.....	733,000	593,000	567,000

The showing made by many of the southern cities in October suggests that building activities are increasing in the South and that the expected revival in building may materialize first in the South, working north as favorable weather develops in the spring of 1921.

Quartered Oak Veneer Cut Is Limited

Stocks in Hands of Producers Are Very Low; Consumers Hold Virtually None; Little Prospect of Lowering of Price in Future Because of Scarcity

There is no likelihood of there ever being a glut of the market for quartered oak veneer in the United States, according to the information obtained by Hardwood Record in an investigation just completed of the production, demand, mill stocks, consumers' stocks, sales, etc., of this important American cabinet-making commodity. Regardless of the falling off in general demand for quartered oak veneer due to the preference of furniture manufacturers for mahogany and walnut styles during the past year or so, and the present lethargic condition of the phonograph cabinet industry, there has not been, nor is there, a surplus of this veneer nor the raw material from which it is made.

This is because the very cream of white oak logs is demanded for the manufacture of sawed or sliced quartered oak veneer, and there is a decreasing amount of this timber cut in the hardwood forests of the country today. Therefore the manufacturers of this veneer have only cut up at any time such stock as could be disposed of readily. They have not felt it advisable to consume a commodity so swiftly diminishing and already largely depleted as white oak veneer timber, except for favorable return.

There is virtually no white oak being quartered and sawn or sliced into veneer today, because of the absence of demand. Many of the veneer operators, who manufacture a variety of veneers, have shut down their plants, awaiting a revival of business, and those who happen to be operating still are not cutting quartered oak except in extremely limited quantities. According to estimates made by G. O. Worland, secretary and treasurer of the Evansville Veneer Company, Evansville, Ind., there are at present no more than 7,500,000 feet of sawed quartered oak veneer and 1,300,000 feet of sliced quartered oak veneer in the hands of producers. There is in logs and flitches only enough material to manufacture about 5,000,000 feet more, with orders on hand of about 5,000,000 feet more of the sawed oak and about 700,000 feet of the sliced oak. "With anything like a demand for this product, there would be an absolute scarcity of goods to meet the demand," he declared. His estimates were made of conditions about thirty days ago.

Consumers' Stocks Nil

Mr. Worland further stated that to his knowledge there are not at this time any stocks of quartered oak in the hands of consumers, as they have been buying in a limited way for the past few years, particularly on account of the high prices and on account of the decreased demand for this material.

"Good quartered oak is being made in lesser quantities," he said, "on account of the difficulty of getting suitable timber for the purpose. Prime white oak logs, good

enough for veneer, are becoming exceedingly scarce, and soon the cost of getting out such logs will amount to as much as the cost of producing walnut veneer logs."

Mr. Worland advised that his company had "discontinued the manufacture of quartered oak for the time being," because they must "purchase their flitches on the market, and so far there has not been the reduction in quartered oak flitches that the price of quartered oak veneer would warrant for profitable manufacturing.

"We know that there are some veneer saws that are being put to work along other lines, and there will probably be less quartered oak veneer manufactured in the future than there has been in the past, unless there is a very marked increase in the demand."

Charles H. Barnaby of Greencastle, Ind., writes that "good white oak suitable for veneer is really and truly becoming exceedingly scarce. We are having a harder time keeping our veneer saws running on account of the scarcity of white oak logs than ever before. At the present writing we haven't much of an idea where we are going to get our next year's supply so scarce is this wood becoming."

W. W. Knight, owner of the Long-Knight Lumber Company of Indianapolis, Ind.; James E. Stark, president of James E. Stark & Company, Inc., of Memphis; R. L. Conner of the J. W. Frye Lumber Company of Dayton, O.; George B. Lapping, president and general manager of the Floyd County Veneer Mills of New Albany, Ind., and others confirm the statement that there is virtually no quartered oak veneer in the hands of consumers and only exceedingly small stocks in producers' warehouses. They also declare that production is virtually nil.

Mr. Knight declared that "during the past year there has been an unusual demand for quarter sawed white oak veneer and it is only within the past sixty days that production has anywhere near caught up with the demand."

The recent falling off of demand for quartered oak is due chiefly to the slump in the phonograph trade, in the opinion of Mr. Conner. This trade had an unprecedented run for the last two years, but is doing practically nothing now, he said.

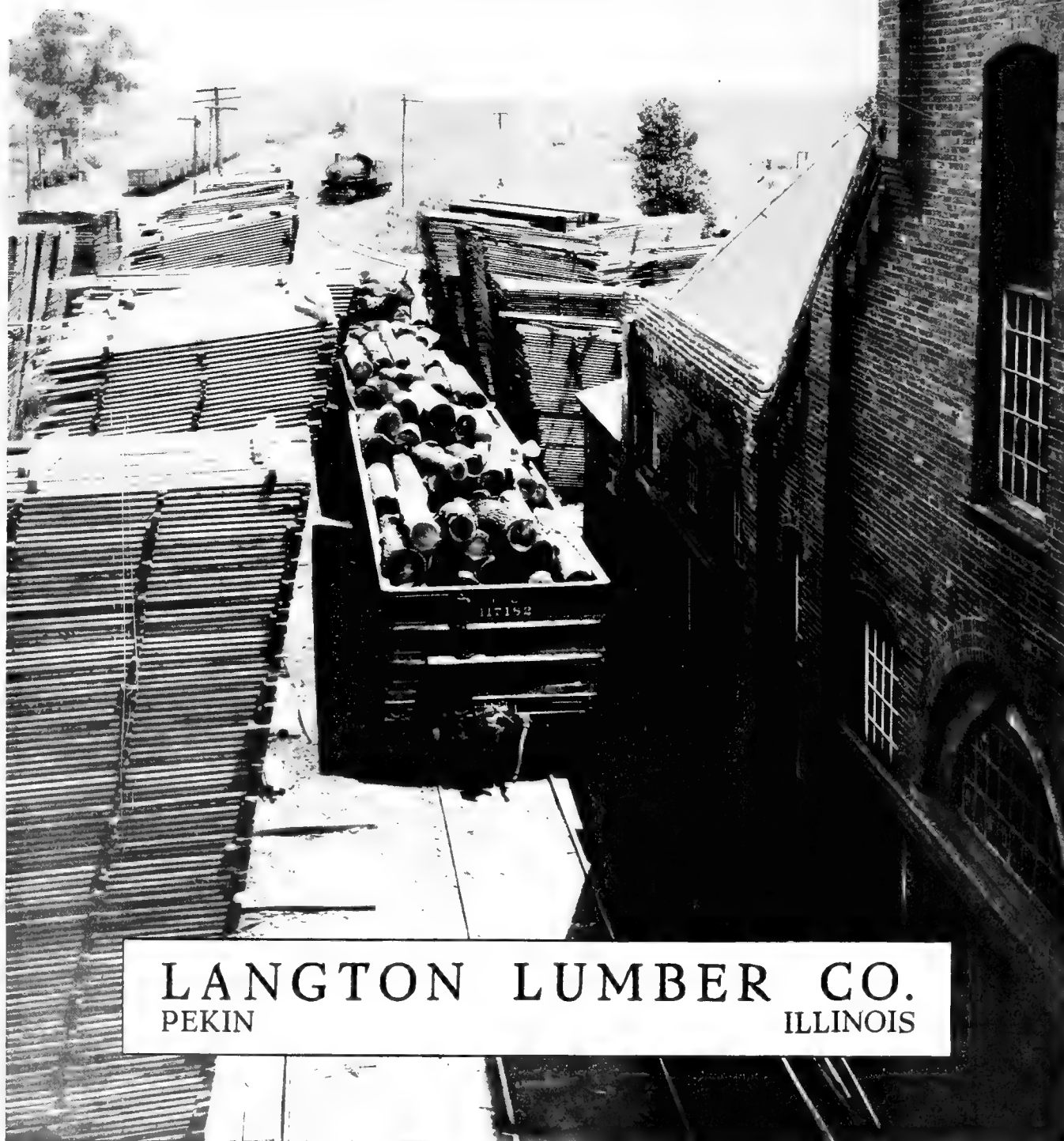
Prices Can't Drop Very Low

When it comes to the question of the price of quartered oak veneer, the opinion is general that there is no reason to believe that prices will be materially reduced at any time, regardless of what may be the conditions of the market in other veneers and lumbers. This is because of the increasing scarcity of white oak timber suitable for veneer manufacture. It goes without saying when the

(Continued on page 34)

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS

IMMEDIATE SHIPMENT

Rotary Cut Gum Veneers

cut to your thickness specifications any width and length or log run.

3-Ply Gum Panels

1-8 inch to 7-16 inch varying by 1-16ths, 6 inches to 48 inches wide by 18 inches to 72 inches long.

3-Ply Birch Panels

200,000 square feet 5-16 inch. Good one side, finished one side. 6 inches to 44 inches wide by 18 inches to 72 inches long.

Attractive Prices

Send Your Specifications to

Flora American Plywood Co., Ltd.

SALES AND EXECUTIVE OFFICE
165 BROADWAY, NEW YORK CITY

QUICK REPAIR

Is a material very desirable for use by woodworking manufacturers of all kinds and is used for repairing splits, checks and other defects in both surface and core stock.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

Quick Repair has been used by some of our customers for a number of years.

Small sample tube mailed free on request

MANUFACTURED AND SOLD EXCLUSIVELY BY MAKERS OF

PERKINS

183

Trade Mark
Reg. U. S. Pat. Off.

PERKINS GLUE COMPANY

Factory & General Offices:
LANSDALE, PA.

Sales Office:
SOUTH BEND, IND.

(Continued from page 31)

available quantity of a material such as this is already small and swiftly decreasing that the cost will increase instead of decrease. "The cost of veneer (quartered oak) cannot be reduced materially from its present basis," said Mr. Knight. "Some of the manufacturers are probably hard up financially and are cutting prices, certainly to their own ultimate detriment. Prices today are as low as, or lower than they ought to be. The prices early last spring and summer were too high, but the reduction has been thirty-three and one-third per cent or more. However, there has been no reduction in the cost of the logs from the farmer who has a few fine oak trees which can never be replaced once they are cut, even if the furniture factory needed the veneer bad enough to offer a dollar a

foot for it. The supply of oak logs today is certainly limited and it has only been owing to the prevailing prices that the owners were induced or tempted to dispose of their holdings of the few fine old 'monarch' white oaks." Mr. Stark expressed the opinion that the "trade generally should be educated to the thought that prices are about what they should be, based on present cost of production and that the buyers of veneer are not going to get it at any less money in the future. If this was done, they, in turn, would hand the information to their customers and eventually the wheels of industry would get started again. In other words," he wrote, "my thought is that the prices are now at the bottom and from now on there will be a reaction, although not as great as the high-water mark of prices in the early part of this year."

In reply to a question as to what might be done to stimulate the demand and increase use of quartered oak veneer, opinions were uniformly that the intrinsic worth of this commodity will always insure a considerable demand. "The users of quartered oak veneer have tried time and time again," said Mr. Wright, "to guide the public taste in the matter of styles produced in oak; but have been compelled to (just as the trade dreamed) come back to their old reliable friend. This same effort has been made within the last several months to our certain knowledge in the case of one of the factories that we allude to and when the sales end of the business was consulted, the management of this very large corporation came to the conclusion that they must continue to use oak."

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS

1966 MAUD AVENUE
CHICAGO

GENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS



There's Many a Slip—!

What does it avail a man that he builds well if he fails to paint his dwelling?

It is easy for even the novice to build a good sawmill (if he has the money) but after the mill starts to saw lumber *knowledge* that comes only through long experience and study counts most.

Our manufacturing plants (four sawmills—three veneer plants) are not only as perfect as money plus experience can make them but—each plant is designed to cut only certain stock.

Trained supervision follows the product from the woods (where twenty men are needed to pick the quality of timber we want) to the shipping platform. Deviation from consistent merit is impossible.

Try Wood-Mosaic standard of white oak, walnut, ash, poplar and other hardwood lumber—sawed quartered white oak veneers, sliced and rotary cut walnut veneers and rotary cut yellow poplar cross banding.

Experienced Care
in Handling is
the Basis of Our
Recognized Quality

WOOD-MOSAIC COMPANY
LOUISVILLE, KENTUCKY

A Few Mahogany Logs

Illustration shows small portion of our latest importation. These picked African logs produced veneers of strong stripes, unusually good widths and clearness. We solicit the opportunity of showing you full sized samples.

A word will bring them for your inspection—without expense

Now Is the Time to Buy



Same applies to

Walnut, Figured Gum and Quartered Oak

PASS US THE WORD

THE LOUISVILLE VENEER MILLS

Makers of Good Veneers and Plywood for thirty-one years

LOUISVILLE, KENTUCKY

Recognition

Those who appreciate the best in every part of the world seek American walnut, knowing full well it is the world's best cabinet wood. It possesses every virtue demanded by cabinet makers.

We specialize in

American Walnut

Cutting both lumber and veneers of walnut by the most approved methods, and manufacturing only logs from selected trees. The result is the best veneer and lumber possible to produce. May we not have a list of your needs, so that we may prepare to quote and serve you?

Des Moines Sawmill Co.

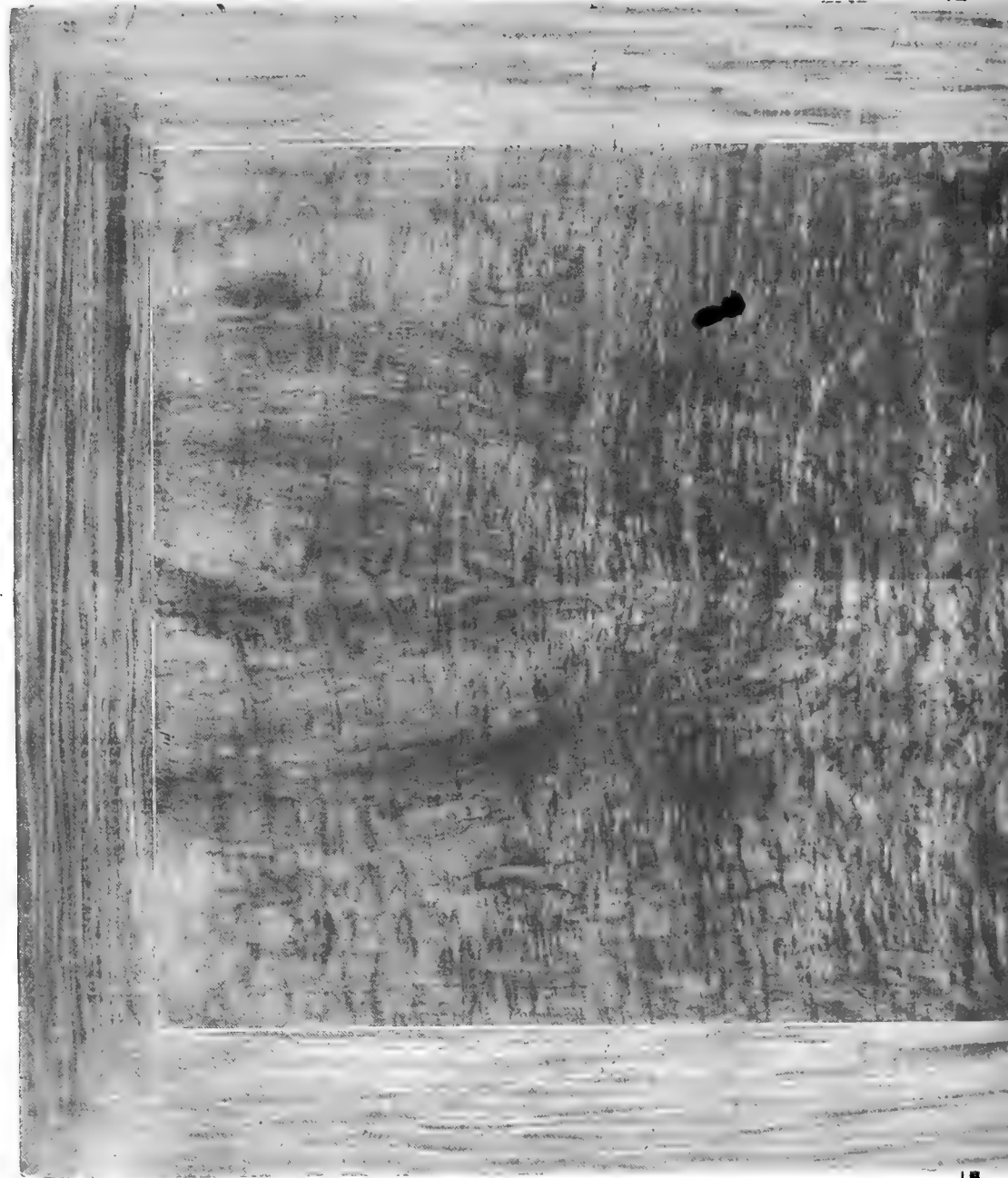
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"Walnut Specialists"

DES MOINES
IOWA

Walnut Veneers and other fancy Cabinet Woods

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Our Specialties Sliced, Half Round, Rotary Cut & Butt Walnut Veneers

PICKREL VENEER COMPANY

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NEW ALBANY, INDIANA

American Walnut Lumber



S
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All Grades & Thicknesses Always Available for Prompt Shipment

PICKREL WALNUT COMPANY

ST. LOUIS, MISSOURI

LONG-KNIGHT LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

New Veneer Company Organized

The Phoenix-Parfrey Company of Prairie du Chien, Wis., has been organized to engage in the manufacture of veneers and hardwood products of various kinds. It is formed by Charles A. Parfrey, who conducts a cheese box factory at Richland Center, and members of the Phoenix Printing Company of Milwaukee, which manufactures besides ordinary printed matter a wide range of wooden products such as coat hangers, laundry specialties, etc. Prairie du Chien was chosen for the location of a plant to work hardwood logs into semi-finished material because of the amount of hardwood timber still remaining in that section of western Wisconsin. A new factory, two stories high, 50x120 feet in size, is now under construction and will be ready to commence operations immediately after January 1. Mr. Parfrey will assume the active management of the plant.

Logging Operations Begun

The Underwood Veneer Company of Wausau has already commenced extensive logging operations which will be continued at full force throughout the winter months. Seven camps are now at work. It is expected that the cut at these camps will be about 12,000,000 feet. In addition, the Underwood company will take the input of five other camps operated by jobbers who will furnish from 3,500,000 to 4,000,000 feet. The company's own camps are employing more than 300 men, which number will be increased to some extent as the season advances.

The Two Rivers Millwork and Cabinet Company at Two Rivers is planning the erection of a new factory costing about \$50,000 at Seventeenth and Monroe Streets. It will be two stories high, 60 by 150 feet in size, equipped for the manufacture of veneers, cabinets and similar stock. Work will begin about March 1, according to present plans.

Announcement has just been made of the taking over by a receivership of the Flora American Plywood Company, Ltd., which has its sales and executive offices at 165 Broadway, New York City. Max Lowenthal of New York City has been named receiver for the company. The mills of the company are situated at Macon, Ga., and in New England.

Among other notable features of the first post-war aeroplane designed by Fokker, the maker of the famous German war-plane bearing his name, is the substitution of wood for all the wing parts where fabric is generally used. This craft, a monoplane, recently made its maiden trip from Amsterdam, the site of the factory where it was constructed, to England. On its official trial the monoplane climbed to 15,000 ft., or nearly three miles in sixty minutes. It is built to carry six passengers and two pilots and maintain an average speed of 80 miles an hour. The plywood wing measures 60 feet from tip to tip and is 2 feet by 6 inches deep at the center, tapering toward each end.



Logging Our Own Timber In Indiana

AFTER fifty years' operation by one family, on the same spot, our mills are still cutting strictly northern grown oak, walnut and other prominent northern species. Long acquaintance and a clean record make accessible the best log and timber offerings of Northern Indiana, Ohio and Southern Michigan. Our log fleet of eight big trucks and tractors prove the extent of timber available.

The tradition of careful manufacture on the best of machinery has been handed down from generation to generation. Consistent integrity in marketing has for so long been the rule of the house that it has become a habit.

Reg. U. S.



Pat. Off.

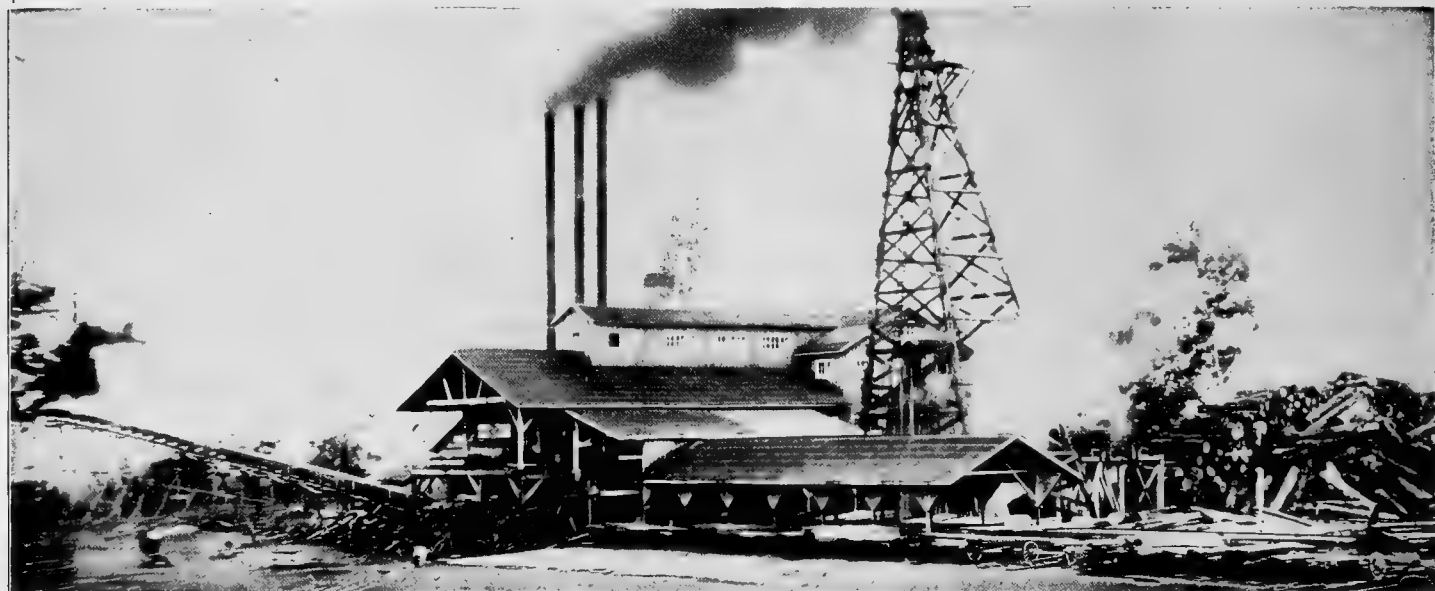
Est. 1867
INC. 1904

YOUR ORDERS ENTRUSTED WITH US
WILL BE ALWAYS FAITHFULLY HANDLED

Hoffman Bros. Company
Fort Wayne, Indiana

CHOICE ASSORTMENT OF TENSAS DELTA HARDWOODS

BLACK GUM		6/4" No. 1 Common & Better... 10,850'	1/4" No. 2 Common..... 50,000'	4/4" No. 1 Common..... 45,000'
1/1" No. 1 Common & Better... 17,500'	PLAIN RED OAK		1/1" No. 3 Common..... 50,000'	6/4" No. 1 Common..... 26,800'
ELM		1/4" FAS..... 50,000'	6/1" No. 2 Common..... 37,000'	QUARTERED RED OAK
4/1" Log Run..... 31,000'	4/4" No. 1 Common..... 200,000'	4/4" No. 2 Common..... 150,000'	6/1" No. 3 Common..... 20,000'	4/4" No. 1 Common & Better... 50,000'
PLAIN RED GUM		4/4" No. 3 Common..... 100,000'	PLAIN WHITE OAK	
4/4" FAS..... 15,000'	4/4" Sound Wormy..... 19,000'	PLAIN SAP GUM		QUARTERED SAP GUM
4/4" No. 1 Common..... 100,000'	4/4" No. 1 Common..... 200,000'	4/4" No. 1 Common..... 100,000'	4/4" No. 1 Common..... 100,000'	4/4" No. 1 Common & Better... 50,000'
4/4" No. 2 Common..... 150,000'		4/4" No. 2 Common..... 100,000'	QUARTERED RED GUM	QUARTERED WHITE OAK
		4/4" FAS..... 20,000'	4/4" No. 1 Common..... 19,700'	



The Mill That Produces 20,000,000 Feet Annually "Clayton Quality" Southern Hardwoods from the Tensas Delta

Band Mill
CLAYTON, LA.

UTLEY-HOLLOWAY COMPANY

Gen'l Offices, Conway Bldg.
CHICAGO, ILL.

Evansville and Other Woodworking Plants on Low Production

Many of the owners of wood consuming manufacturing plants in Evansville and other towns in this section of the country are curtailing their business at the present time and how long this will continue is of course a matter of speculation. Some of the plants are running with short force while others are running on reduced hours. Indications are that this condition will continue for several weeks yet, or until after the first of the coming year. Furniture manufacturers say that their curtailment is due to the fact that business has suffered a slump and they do not want to go ahead and fill their warehouses with furniture that may not be sold for many months to come. The plant of the Globe-Bosse-World Furniture Company, the largest plant of its kind in this section of the country, is now being operated on a schedule of thirty-two hours a week, when ordinarily at this time of the year, the factory is running on an average of fifty hours a week. The plant of the Hercules Gas Engine Works here, has closed down indefinitely owing to the fact that business has been very slack with the company for the past several weeks. The plant will be repaired and overhauled and will not start up again until the demand for gas engines picks up some. The large plant of the Hercules Buggy Company is running with less than 500 men now whereas they employ at normal times as high as 2,000 men. Many of the other furniture factories of the city, along with chair, table and

desk factories, are being operated on an average of thirty-six hours a week. The plant of the Von Behren Manufacturing Company is being operated on about 70 per cent of its normal time. Manufacturers say there is a slackening up in business in many lines and that things will have to run their course and that they do not expect to see trade normal for some time to come. Veneer manufacturers in Evansville as well as those at Owensboro, Ky., Henderson, Ky., Tell City, Ind., and Jasper, Ind., have had a very prosperous year but they say they are looking for trade to be rather dull the balance of the year.

The Kreiter Piano Mfg. Company of Milwaukee, which maintains its factory in Marinette, is increasing its output because of a revival in export demand. Four carloads of instruments were shipped about the middle of November to the Atlantic seaboard for delivery in Barcelona, Spain, Constantinople, Turkey, Sydney, Australia, and Manila, P. I. The Kreiter company maintains agencies in each of these centers. The Marinette factory makes its own cases and other wooden supplies. In fact, it located its works at this point in order to be in close proximity to the timber supply.

The Grant Furniture Company of Racine is planning the erection of a new factory costing about \$60,000. It will be three stories high, 80 by 120 feet in size, and is to be ready early in the coming Spring. The architect is David R. Davis of Racine.

Quality Veneers

in

WALNUT BUTTS MAHOGANY LONG WALNUT

have been our products for years and we are maintaining the standard at right prices.

When in the market communicate with one of our direct branch sales offices and sample-rooms at the following locations:

NEW YORK CITY
CHICAGO
JAMESTOWN
HIGH POINT

THE WILLIAMSON VENEER CO.
■■■■■■■■■■ MILLS—BALTIMORE, MD. ■■■■■■■■■■



Cutting mahogany veneer on one of the battery of Slicers in the Astoria Mill at Long Island City.

Slicing Twenty-Eight to the Inch!

The choice, figured mahogany logs, which our experts select for fine veneer making, are cut by huge diagonally operating knives or "slicing" machines. With these slicers a remarkable degree of uniformity in cut is obtained—an Astoria feature which has long been appreciated by manufacturers of high class furniture.

This uniformity of cut is but another element in the service which over a quarter century has made us the largest complete mahogany lumber and veneer organization in the United States.

Astoria Mahogany Company, Inc.

1031 Steinway Avenue Long Island City, New York

Successors to

Huddleston - Marsh Mahogany Co.
Astoria Veneer Mills and Dock Co.
F. W. Kirch, Inc.

BRANCHES: 14 North Market Ave., Grand Rapids, Michigan
2256 Lumber Street, Chicago, Ill.

Mills and Yards, Long Island City, New York

THE DEAN-SPICKER CO.

Manufacturers of

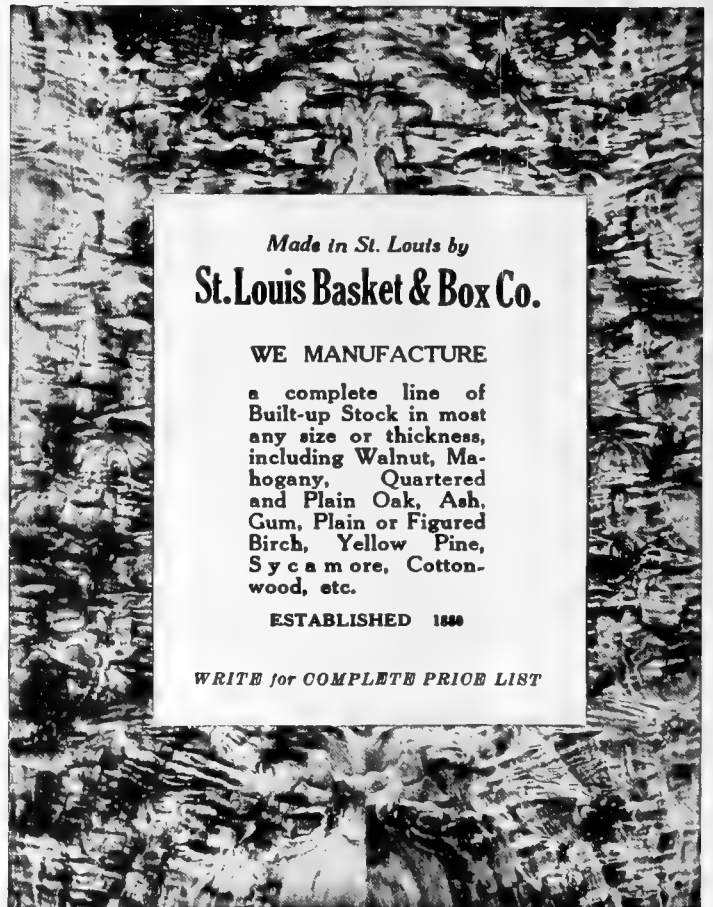
VENEERS

Oak — Mahogany — Walnut

AND

LUMBER

22nd St. and So. Crawford Ave. Chicago



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

Plywood Manufacturers Meet

A meeting of the Plywood Manufacturers Association was held recently in Louisville, there being about thirty plywood men present. An excellent talk on taxation and Federal tax laws was received from Mr. Seideman, of Grand Rapids, who discussed proper filing of returns, and answered numerous questions. There was also considerable discussion of vegetable and other glues and uniformity of glues. In the business discussions it was shown that most of the houses were short on business, but were hoping for better things after the first of the year. The next meeting will be held in Chicago, Dec. 14 and 15, while the National Veneer & Panel Association is in session.

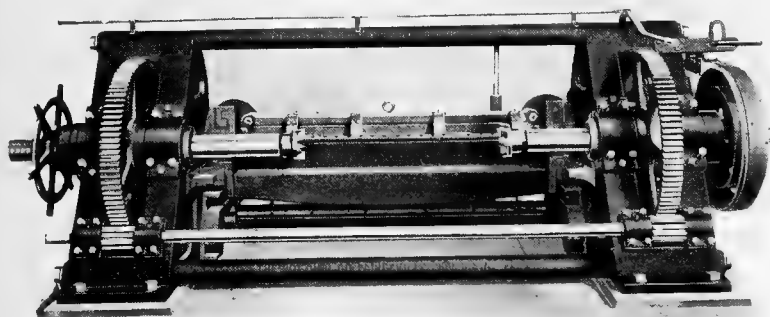
SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

**MUNISING WOODENWARE CO.
MUNISING, MICH.**



We Build All the Machinery for a Veneer Plant

The New 20th Century Model VENEER LATHE

Has a number of important improvements which have been carefully worked out and thoroughly tested.

No babbitted bearings used in its construction. Carefully fitted journals that are interchangeable are used instead.

Write for Bulletin No. 201

THE COE MFG. COMPANY
PAINESVILLE, OHIO, U. S. A.
LATHES CLIPPERS KNIFE GRINDERS DRYERS

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

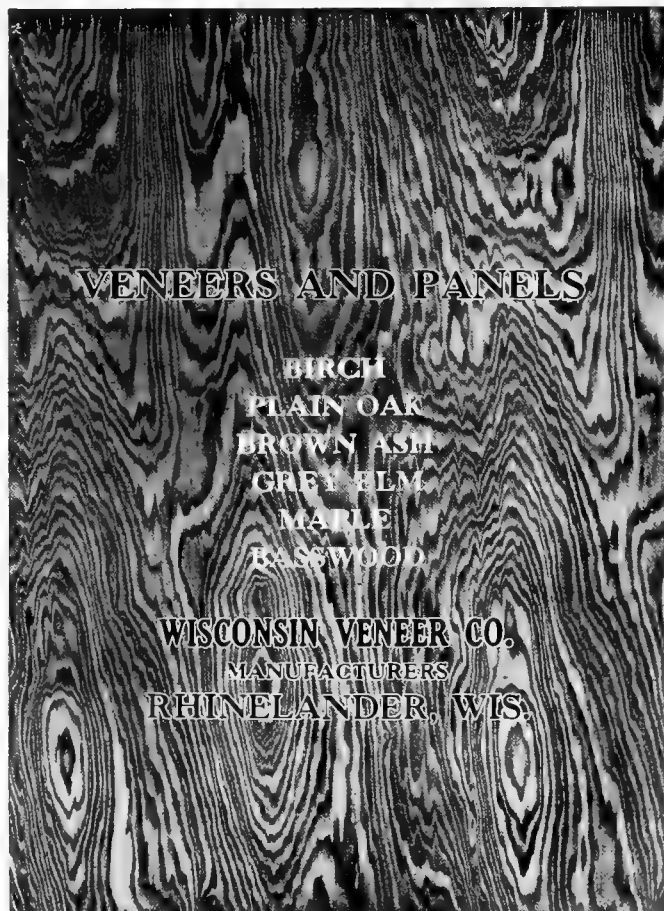
15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

VENEERS AND PANELS

BIRCH
PLAIN OAK
BROWN ASH
GREY ELM
MAPLE
BASSWOOD

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.



*Ability,
Stability,
Dependability,
in
Price,
Quality,
Trade ethics.*

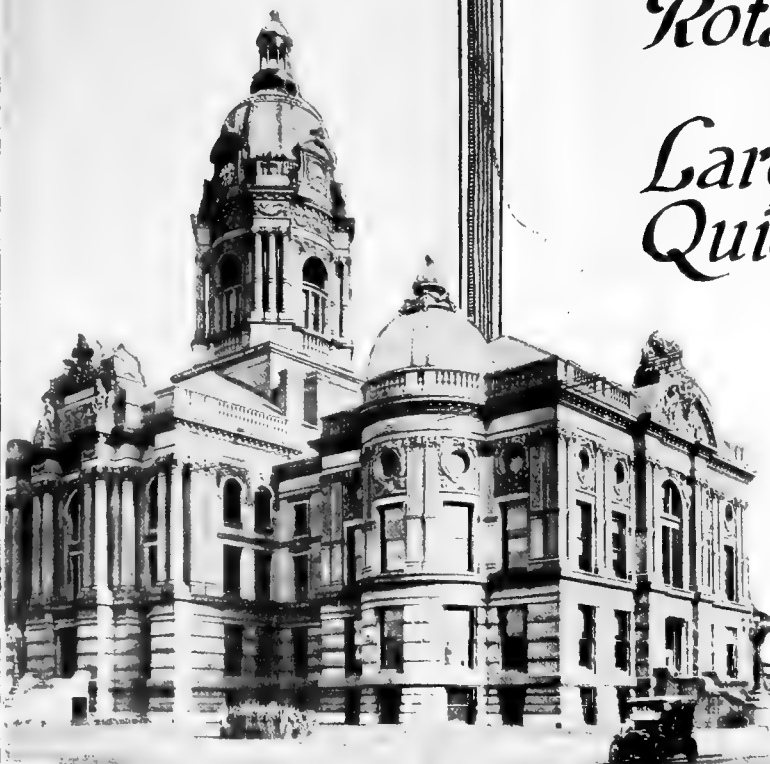
*Quartered Oak,
Sliced Walnut,
Figured Gum,
Rotary cut Gum.*

*Large Stocks,
Quick Delivery.*

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.

EVANSVILLE, IND.



COURT HOUSE, Evansville Indiana

Southern Pacific Places Large Order

The Southern Pacific Railroad has placed an order with the Crossett Lumber Company, Crossett, Ark., for 50 carloads of lumber to be used in the construction of box cars and other equipment for that line, according to announcement made by the management of the road. Delivery is to be effected as soon as the necessary material can be prepared for shipment.

The Southern Pacific, it will be recalled, is the railroad which recently placed an order with a Memphis firm for millions of feet of timber in the form of cross and switch ties. This order calls for the delivery of approximately 25,000,000 feet every year for the next five years.

John Foster of Wausau Dies

John Foster of Wausau, Wis., for forty-five years associated with the logging and lumber manufacturing industry of Northern Wisconsin, died November 12 at the age of 77 years. He was born at Bangor, Me., February 22, 1843, and went to Mosinee, Wis., in 1875, becoming associated with the Dessert Lumber Company. In 1880 he went to Stevens Point with the Bosworth Lumber Company, serving as general manager. Afterward he moved to Wausau and served with a number of large concerns, eventually engaging in business on his own account as a broker. He is survived by two sons, F. G. Foster of Portland, Ore., and S. J. Foster of Wausau.

Founder of Roddis Company Dies

W. H. Roddis, founder and president of the Roddis Lumber & Veneer Company of Marshfield, Wis., died at his home in that city on November 6, at the age of 74 years. He was born in Troy, N. Y., January 5, 1844. When four years of age his parents brought him to Milwaukee, where he lived a half century. Here he was married to Miss Sara L. Denton. The family moved to Marshfield in 1894, when Mr. Roddis purchased the old plant of the Marshfield Veneer Company from A. K. Hatteberg. This enterprise was developed from a small plant to one which is internationally known and now employs from 450 to 500 men. Mr. Roddis is survived by his wife and two children, one of whom, Hamilton Roddis, is treasurer of the Roddis company.

Wm. Theodore Ellsworth Dies

William Theodore Ellsworth of Oshkosh, Wis., for many years associated with the late Philetus Sawyer, former United States senator from Wisconsin, in the lumber business as well as political activities, died at Oshkosh on November 7 at the age of 84 years. He was a native of Morristown, N. Y., and came west at the age of 19 years. He became associated with the Sawyer interests and was general manager of the West Algona mill, the site of the present Paine Lumber Company planing mill, until Mr. Sawyer was elected to Congress, at which time Mr. Ellsworth had assumed entire charge of Senator Sawyer's vast lumber interests. Mr. Ellsworth was confidential secretary to Mr. Sawyer, both as member of the House and later as member of the Senate. Afterward he was associated with the Marshfield Land & Lumber Company and other lumber corporations, a number of which he rehabilitated. Mr. Ellsworth was married in 1862 to a niece of Senator Sawyer's wife.

Berry-May Company Formed in Memphis

A new wholesale hardwood firm to be known as the Berry-May Lumber Company has just been organized in Memphis and applied for a charter under the laws of the state of Tennessee. The company will do a general wholesale business in hardwoods and offices will be established in South Bend. The new concern will be capitalized at \$50,000, and Paul "Bert" Berry, at present general sales manager for the E. Sondheimer Company of Memphis, will become vice-president and general manager. Mr. Berry will resign his present position Jan. 1. Other officers of the new corporation are: Ralph May, president; T. E. Sledge, secretary-treasurer. Frank May and W. F. Holzgrafe are additional incorporators.

Hooper-Bennett Lumber Company Organized

Articles of incorporation have been applied for by the Hooper Bennett Lumber Company, a hardwood lumber firm just organized in Memphis, which will be capitalized at \$100,000. The incorporators are Hooper Bennett, Irby Bennett, George H. Tobias, Edward W. Smith and Prather McDonald. Offices will be established at 618 Randolph building, Memphis, Tenn.

The incorporators recently acquired a large tract of timberland on the Arkansas & Louisiana Railway in Arkansas and will erect a sawmill on the tract immediately.

Bruce Company Has New Kansas City Address

The E. L. Bruce Company has recently changed its Kansas City, Mo., office to 448 Sheldley building. The former address was 17 East Tenth street. Announcement of the change was made by C. Arthur Bruce, treasurer and sales manager.

Col. Anderson Is Cabinet Prospect

Col. S. B. Anderson, president of the Anderson-Tully Company, and one of the most prominent lumbermen and business men of Memphis, is being favorably mentioned for a portfolio in the cabinet of President-elect Harding. Tennessee, contrary to both precedent and expectations, went overwhelmingly Republican in the national election and it is generally felt that President-elect Harding will turn to this State, by way of political reward, to choose one of the members of his official family. Friends of Col. Anderson, among both Democrats and Republicans, are

urging his candidacy on the ground that he is a life-long Republican, that he is one of the most able business men of the State, and that he is well qualified, by virtue of his experience in the lumber and box business in Michigan and Tennessee, to serve as secretary of commerce. Mr. Anderson has been a counsellor in the United States Chamber of Commerce and he has also been prominently identified with all of the leading lumber and allied organizations throughout the country for years.

Gustave A. Farber Sails for States

Information has been received in Baltimore that Gustave A. Farber, the London representative of Russe & Burgess, Inc., of Memphis, sailed on November 18 aboard the steamer Lapland from London for the United States on his annual visit to confer with the other officers of the corporation. Mr. Farber is expected to visit Baltimore in the course of his travels, and will remain in this country long enough to attend the annual meeting of the National Lumber Exporters' Association, which is to be held next January at a place yet to be decided upon. The choice is said to lie between Philadelphia, Baltimore and Washington.

Belgium Lumberman Visiting Here

F. DeJonge of the firm of DeJonge & De Beukelaer of Antwerp, Belgium, was a Baltimore visitor November 15, leaving on the next day to continue his trip through the lumber sections of the States. Mr. DeJonge, who is one of the younger members of the firm, expects to spend some time in this country, remaining perhaps for six months, and meanwhile familiarizing himself with conditions in the trade throughout the various areas. It is thought that his visit is made for observation rather than with any idea of taking up stocks. He called among others on John L. Alcock & Co., the Munsey Building.

Townshend Seeks Improved Expert B. of L.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is expected to return to Memphis from Washington early next week. He has been in that city attending the hearing before the interstate commerce commission on the through export bill of lading covering hardwood lumber and forest products.

Before leaving Memphis, Mr. Townshend expressed the view that a through bill of lading would be developed that would represent material improvement over the present one, with particular reference to the charges for demurrage at the ports on the part of ships belonging to the merchant marine.

Clubs and Associations

Chicago Hoo Hoos Plan Concatenation

Elaborate preparations are being made by the Chicago Hoo Hoos to hold a grand concatenation at the Chicago Lumber Association club rooms, Lumber Exchange building, on the evening of Dec. 8. A number of "kittens" are already on the list for the maturing process, and others will be added between this date and the evening of the concatenation.

The concatenation will open with a dinner at 6 o'clock and the initiation ceremonies will follow. Arrangements for the celebration are being directed by F. M. Baker, vicegerent snark, assisted by various committees. The matter of entertaining is being arranged by a committee headed by L. J. Pomeroy, who is also chairman of the "Stunts" committee, which will have to do with the proper entertainment of the "kittens."

May Move Headquarters to Capital

The removal of the general offices of the National Lumber Manufacturers' Association from Chicago to Washington will be debated at the quarterly meeting of the board of directors of the association in Chicago on December 1.

The proposal for removal reasons that it should be effected "in view of the fact that many of the important activities of the association are becoming focused in Washington." However, the plan is to continue to hold the meetings of the directors and committees and the annual convention of the association and lumber congress in Chicago.

The directors will also consider the consolidation of the technical and architectural building code activities of the association in a technical research bureau.

Publicity and reforestation questions will also be considered.

Perry Retires from National Secretariat

After a highly successful service of twenty-three years, E. F. Perry of New York has resigned the secretaryship of the National Wholesale Lumber Dealers' Association, and will be succeeded January 1 by W. W. Schupner, department manager of the association, according to announcement made by John W. McClure of Memphis, president, following a meeting of the trustees of the organization at the headquarters in New York.

In announcing the resignation of Mr. Perry and the appointment of his successor, Mr. McClure stated that "desiring to retain the benefit of his long experience and helpful advice in association affairs," he has been appointed "resident vice-president," this title to become effective the first of the year.

Mr. Perry resigned in order to devote the major part of his time to the Lumber Mutual Casualty Insurance Company of New York, of which he

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

has been vice-president and general manager. This field, Mr. Perry stated in resigning, has grown so rapidly with his increasing acquaintance and experience, that all of his time is demanded.

Memphians Heard Indian Song Bird

Oscar Silvertongue, known widely in vaudeville circles as "Chief Silvertongue," of the Hoopla tribe on the Indian reservation in Humboldt County, California, proved the particular drawing card at the last semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso Saturday, Nov. 13. Advance notice that he would sing brought out by far the largest attendance of the year. And those who came were not disappointed, if one may judge by the boisterous applause that greeted his rendition of classical selections, rag-time or the popular melodies of the day, some of which were sung by request.

Miss Mary Russell, general secretary of the Associated Charities, delivered a brief talk during which she gave the lumbermen, who contribute to this organization, a much more definite idea regarding the use to which their contributions are put.

National Manufacturers' Directors to Consider Move to Capital

The question of the advisability of moving the general offices of the National Lumber Manufacturers' Association to Washington, D. C., will be one of the matters considered when the board of directors meet in Chicago at the Congress Hotel, in quarterly session, Dec. 1.

Other questions which will be before the board are that of more systematic publicity for the lumber industry, and the formulation of definite legislative proposals incorporating principles of the National Forestry policy adopted July 10, 1920.

The move to Washington is proposed on the ground that many of the activities of the association would be more advantageously conducted near the seat of Federal government and its various bureaus applying to commerce and industry.

National Hardwood Meeting Will be Planned

The regular midyear meeting of the board of managers of the National Hardwood Lumber Association has been called for Dec. 16. This is a somewhat earlier date than usual for this particular meeting, which usually has been held in January, but the association wishes to be able to announce prior to the first of January the date of its twenty-fourth annual meeting so it may have a longer time in which to make preparations for it.

Evansville Club Meets on Dec. 14

The next regular monthly meeting of the Evansville Lumbermen's Club at Evansville, Ind., will be held at the New Vendome Hotel in that city on Tuesday evening, Dec. 14, and it is expected that the fact there will be an annual election of officers at this time will bring out a good attendance. Joe Waltman of the Evansville Band Mill Company has served as president of the club for the past two years, and it is expected he will be reelected without opposition. He has made a splendid presiding officer and is popular with all the members. William S. Partington, traffic manager for Maley & Wertz, has served as secretary and treasurer of the club for three years and will have no opposition for reelection. He has filled the position with ability. The last meeting of the club was held Tuesday evening, Nov. 14, and there were several business matters taken up after a business men's luncheon had been served under the direction of Secretary Partington. A letter was read from the Chamber of Commerce at Cairo, Ill., asking the cooperation of the club in an appeal to the Interstate Commerce Commission to have a readjustment of rates for gateways like Cairo and Evansville. The club decided to lend its support to the appeal. A letter was read by Secretary Partington from the Southern Hardwood Traffic Association saying that the Interstate Commerce Commission would be asked to repeal the demurrage that was recently granted the railroad companies, for the reason that the car shortage is no longer as serious as it was when the demurrage charge was permitted. Secretary Partington reported that the Interstate Commerce Commission had recently ruled that a state public service commission can not fix railroad freight rates or in fact regulate them in any way. Mr. Partington said this would put a stop to the effort of the Indiana commission to fix log rates, as had been promised to the log shippers. Several of the members discussed market conditions at the meeting and most of them reported the conditions bad. All agreed that it would be some time before there is any marked improvement in the hardwood business. John C. Keller, traffic manager of the club, reported that the railroad companies want to put on a "spotting" charge, which will work a new hardship on the shippers.

Louisville Club's New Committees

The Louisville Hardwood Club at a meeting a few days ago named committees to serve during the year, these being named by President W. H. Day, before he left for the East, and read off at the following meeting. They were as follows: Entertainment—E. B. Norman, George Wilcox, Jr., and J. S. Thompson. Finance—Edward Devol, A. E. Norman, Sr., W. N. Willis. Transportation—J. S. Thompson, A. E. Norman, Jr., J. J. Pfeister. Logs—Harry Kline, Clarence Anderson, H. J. Gates. Lumber—Preston P. Joyes, Edward L. Davis, Tom Fullenlove.

Alluvial Land Booklets Nearly Ready

Two elaborate descriptive booklets for nation-wide distribution, telling of the development and the opportunities for farming in the alluvial soil or "delta" portion of the Lower Mississippi valley will soon be ready for distribution by the Southern Alluvial Land Association of Memphis, membership in which is held by many lumbering concerns in the Memphis region.

One of the booklets will deal with the alluvial lands of Mississippi and the other with the one-time bottom lands of Eastern Arkansas and Northeastern Louisiana. The literature follows on a splendid booklet issued last year under the title "The Call of the Alluvial Empire." It is being compiled under the able editorship of F. D. Beneke, secretary of the association.

The booklets are being issued by the association with a view to erasing some of the old impressions of the lower valley region, and to tell just what has been accomplished and the possibilities of further development. The association has no interest in any land transaction, neither owning, buying nor selling. It is striving to aid in the development of the whole lower valley region.

National Wholesalers' Trustees Meet

The fall meeting of the Board of Trustees of the National Wholesale Lumber Dealers' Association was held at headquarters, 66 Broadway, New York City, Nov. 11.

J. B. Montgomery, Pittsburgh, chairman Arbitration Committee, was present and reported the progress made on inter-association arbitration, which was proposed by the Arbitration Committee of the National Wholesale Lumber Dealers' Association. Other associations are following in this plan, and a meeting of the Inter-Association Committee will shortly be held at Columbus, Ohio, to further consider means for making the plan operative.

The report of the Bureau of Information, submitted on behalf of A. L. Stone, Cleveland, chairman, referred to the expansion of the facilities of this department to meet the changing economical conditions.

The Legislative Committee referred to its investigation of the Wood bill introduced in Congress, which aims to organize a central government purchasing agency, and to its consideration of federal income taxes.

The Forestry Committee, J. Randall Williams, Jr., chairman, reported on the conference recently held in New York between lumber, pulp and paper interests on the bill to be introduced in Congress providing for a more comprehensive national forestry policy.

The traffic department reported that it had filed a protest with the Interstate Commerce Commission against the proposed cancellation of water competitive rights from the southeastern territory, and had filed a protest against the proposed increased demurrage rates, which were to be effective December 1. The activity of the department in connection with the additional charge for lighterage deliveries in New York City was covered at length, and the association will proceed vigorously with this. Other transportation matters are having attention and will be covered in bulletin form to the members.

The association has grown rapidly since the last annual meeting, 55 new applications having been since received, showing a membership of 516, the largest in the history of the association. All the departments are rendering a valuable service to the members, and with the existing economical occurrences the need of these special services will be more pronounced.

The trustees present at the meeting were: J. W. McClure, Memphis, Tenn.; W. H. Schuette, Pittsburgh, Pa.; H. W. McDonough, Boston, Mass.; D. O. Anderson, Marion, S. C.; J. C. Campbell, Tioga, W. Va.; G. C. Edwards, Ottawa, Ont.; T. B. Hammer, Philadelphia, Pa.; G. F. Kerns, Chicago, Ill.; F. R. Babcock, Pittsburgh, Pa.; C. H. Barnaby, Greencastle, Ind.; H. F. Taylor, Buffalo, N. Y.; A. R. Turnbull, Norfolk, Va.; E. F. Perry, secretary, New York; W. W. Schupner, department manager, New York; W. S. Phippen, traffic manager, New York.

St. Louis Furniture Board Elects Officers

The Furniture Board of Trade of St. Louis held its annual meeting a few days ago, electing E. Ritter of the Central Furniture Company president. Other officers elected by the furniture manufacturers were as follows:

S. G. Songstad of Conrades Manufacturing Company, first vice-president; Waldemar Hanpeter, second vice-president; Walter Junghaus, treasurer; H. S. Tuttle, secretary; directors, H. A. Borndrock, J. H. Meier, Joseph Peters, W. E. Frank, S. C. Frampton, H. Kahn, E. Lucas, A. B. Moses. Mr. Tuttle was reelected for the thirty-fifth time, it being the thirty-fourth annual meeting of the organization, which now has a membership of 56 firms. It is regarded as one of the most powerful bodies of its kind in the United States, due to the fact that its members make St. Louis the sixth city in the nation in the manufacture of furniture.

Pertinent Information

Long-Bell Company Builds Display Room De Luxe

The display room of the modern lumber store may be made a thing of elegance and beauty, and yet perfectly discharge its function of stock displaying. This has been accomplished by a great lumber organization in Pittsburg, Kan., through the surprisingly clever execution of a unique and daring idea. This room manages to display, without ostentation and yet with the utmost effectiveness, according to a description by F. W. Foresman, manager of the Long-Bell Lumber Company's interests at Pittsburg, samples of the Long-Bell company's various lines of doors, flooring, wainscoting, wallboard and other interior trim. In its ensemble it is a most valuable sales promotion instrument, Mr. Foresman says. One wall reveals seven full-sized doors, cased in, equipped with various types of hinges, knobs and locks. The casing stops and the bases are finished in egg-shell ivory color. Really, in the seven openings there are fourteen



View of One Section of Remarkable Display Room

doors, for in the background behind these open doors are seven others in various finishes. The customer may see exactly how a door will look when finished in a certain color and hung.

Other items which the room displays are screen doors, windows, colonnades, cupboard doors, window seats, even a disappearing ironing board, and the walls are finished in various colors, yet the appearance of a room as a whole is so harmonious as to be strikingly attractive. The room is brilliantly lighted, tastefully furnished and decorated with beautiful draperies. Part of the flooring was laid in the ordinary way, using select plain white oak flooring and the balance of the room was laid in parquetry style. There are forty-two blocks. In eighteen of them the select plain white oak was used, while twenty-four were made of select plain red oak. All of the flooring was $\frac{1}{2}$ " by $2\frac{1}{2}$ ", the reason for following the parquetry style being to show that short lengths of flooring may be used to advantage.

Holt Inaugurates Tractor Power Bulletins

It is expected that the lumber trade will learn with interest that the Holt Manufacturing Company, Peoria, Ill., has inaugurated a series of bulletins regarding the application of "caterpillar" tractors to various industries. The first bulletin tells of the use of the caterpillar in concrete road construction, carrying exhaustive data on operation methods and cost data. Bulletins on other industries will follow in due time.

Who Has April 25, 1920, Copy of Hardwood Record?

In order to complete its files of Hardwood Record the New York State College of Agriculture, at Cornell University, Ithaca, N. Y., is seeking a copy of Hardwood Record of April 25, 1920. Inasmuch as no copy of this issue is available at the headquarters of Hardwood Record, except in bound files, any one who happens to have a copy would confer a favor on the publishers by so advising them.—Hardwood Record, 537 South Dearborn Street, Chicago.

Tells How to Build Water Spray Dry Kiln

Complete instructions for the design and installation of the Forest Service water spray dry kiln is contained in a manual by L. V. Teesdale, engineer in forest products, just issued by the Forest Service. The bulletin is No. 894. The instructions are very exhaustive and are illustrated by a number of drawings.

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS

TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.

FARRIS HARDWOOD LUMBER CO.

NASHVILLE, TENN.

Manufacturers of Southern Hardwoods

Our Specialties:

QUARTERED OAK, POPLAR AND WALNUT

MILLS AT NASHVILLE AND MONTEREY, TENNESSEE

SEND US YOUR INQUIRIES

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

PALMER & PARKER COMPANY

TEAK

ENGLISH OAK

CIRCASSIAN WALNUT

MAHOGANY

veneers

EBONY

DOMESTIC

HARDWOODS

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS

Quartered White Oak

SPECIAL OFFERINGS

QUARTERED WHITE OAK		PLAIN RED OAK	
5/8" FAS 6" & up wide	2 cars	4 1/2" No. 1 Common	3 cars
1 1/2" FAS 6" & up wide	3 cars	5 1/4" No. 1 Common	2 cars
4 1/2" Clear Strip, 7" to 7 1/2"	2 cars	1 1/2" No. 2 Common	1 car
4 1/2" Clear Strip, 2 to 2 1/2" wide	1 car	POPLAR	
5/8" No. 1 Com. 4" & up	2 cars	5 3/8" Clear Sap	1 car
1 1/2" No. 1 Com. 4" & up	2 cars	1 1/2" No. 1 Common	1 car
4 1/2" No. 1 Com. 4" & up	2 cars	4 1/4" No. 2A Common	1 car
4 1/2" No. 1 Com. 4" & up	2 cars	4 1/4" No. 2B Common	1 car
5 1/2" No. 1 Com. 4" & up	2 cars	QUARTERED RED GUM	
6 1/2" No. 1 Com. 4" & up	1 car	1 1/2" No. 1 Common	2 cars
QUARTERED RED OAK		PLAIN RED GUM	
1 1/2" FAS 6" & up wide	2 cars	4 1/2" No. 1 Com. & Btr.	1 car
1 1/2" FAS 6" & up wide	2 cars	PLAIN SAP GUM	
1 1/2" FAS 6" & up wide	2 cars	4 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Common	1 car	QUARTERED RED GUM, SAP NO. DEFECT	
6 1/2" No. 1 Common	1 car	5 1/4" No. 1 Com. & Btr.	2 cars
5 1/2" No. 1 Common	1 car	8 1/4" No. 1 Com. & Btr.	1 car

High Grade Hardwoods

Hardwood News Notes

CHICAGO

The numerous friends of Roy Smith are congratulating him on the fact of his having become the Chicago sales agent of the Charles W. Fish Lumber Company of Elcho, Wis. Mr. Smith formerly represented the Forstner Lumber Company in this territory. His headquarters are now at No. 10 South La Salle street. The large company which he now represents have five modern band mills situated at the following points in Wisconsin: Antigo, Birnamwood, Crandon, Elcho and Hiles. The annual capacity of these mills is 100,000,000 feet, consisting of black ash, basswood, birch, rock and soft elm, hemlock, hard and soft maple. Mr. Smith is one of the best liked and well known lumbermen in Chicago, and a considerable success is predicted for him in the marketing of the Fish Lumber Company's cut.

J. C. Ulrich of the Montgomery Lumber Company, Montgomery, Tex., arrived in Chicago a few days ago to spend a two weeks' vacation with his family that resides in Austin, Ill., a suburb of Chicago.

Ray McQuillan, secretary and general manager of the Langlade Lumber Company, Antigo, Wis., recently made a visit to Chicago.

G. W. Jones, president of the G. W. Jones Lumber Company of Appleton, Wis., visited A. L. Ruth, manager of the firm's Chicago office, last week. Mr. Jones was accompanied to Chicago by Mrs. Jones, who came for a shopping tour.

G. H. Bulgrin, sales manager for the R. Connor Company, Marshfield, Wis., was in Chicago last week, having just completed an extended tour of the eastern states and Canada. His investigations found the market rather dull in the east, but he found that many of the retailers and others are buying up considerable stocks because of the belief that present prices are great bargains and that the lumber can be disposed of later at good profits.

A. B. Smith of the A. B. Smith Lumber Company of Paducah, Ky., stopped over in Chicago last week while enroute to Minneapolis, Minn., and other northern market points. Mr. Smith is a large handler of poles, such as used by telephone and telegraph companies.

Hugh McLean of the Hugh McLean Lumber Company, Buffalo, stopped over in Chicago a few days ago enroute to Memphis to visit his company's interests in that city.

John W. McClure of the Bellgrade Lumber Company, Memphis, was in Chicago last week, having stopped over while returning to Memphis, after having attended a meeting of the trustees of the National Wholesale Lumber Dealers' Association in New York. Mr. McClure is president of that association.

R. E. Hollowell and P. C. Pierson of the Eel River Fall Lumber Company, Spencer, Ind., were in Chicago on an important business mission last week.

Sam Thompson of the Anderson-Tully Company, Memphis, and R. M. Kellogg of the Kellogg & Panola Lumber Companies, Memphis, were in Chicago the first of this week.

BUFFALO

Asa K. Silverthorne took the stand in the government case against his lumber company a few days ago and denied all the charges of irregularities which were made by witnesses for the prosecution. The case has been on trial for over six weeks, and lately an adjournment occurred because of the illness of the government's attorney.

At the last meeting of the Buffalo Lumber Exchange a talk was given by James B. Wall, who described interestingly his tour abroad with the Knights of Columbus party.

August C. Hager, president of the E. M. Hager & Sons' Lumber Company, died at his home on Nov. 16, aged 53 years. He sustained an operation a week ago, after a lingering illness of two years. He was born in this city, and after graduating at Canisius College became associated with his father in the lumber and planing mill business. Besides his wife, he leaves three daughters, his mother, two brothers, George J. and Edward J. Hager, and two sisters, Mrs. Joseph Kam and Mrs. Caroline Dumphey.

Buffalo building costs for October were \$1,106,000, or 32 per cent short of the same month last year, when the total was \$1,629,000. The year to Nov. 1 shows a total of \$11,568,000, as compared with \$10,833,000 in the same period of 1919. The report from Rochester for October shows a decline of 69 per cent.

Hugh McLean is spending about ten days inspecting the mills of the McLean Lumber Company at Memphis and Little Rock.

PITTSBURGH

The Kerr & Ingram Lumber Company has bought the plant of the Homestead Brewing Company at Sixth avenue and West street, Homestead, and will convert it at once into a millwork and lumber plant. The property was worth about \$400,000 and includes a good five-story building.

The Standard Flooring Company, 6601 Kelly street, East End, has lately increased its capital from \$8,000 to \$100,000. The officials of the company are: Edward J. Steeb, Jr., president and general manager; Walter P. Neubert, vice-president; E. J. Steeb, Sr., secretary; Don S. Leet, treasurer, and J. O. Cornelius, superintendent.

The plant of the McLean & McGinnis Company, manufacturers of wagons at 1427-1429 Liberty avenue, was burned Nov. 17 with a loss of \$200,000. The plant was well insured and may be rebuilt at once.

The Frampton-Foster Lumber Company is winding up altogether the best year in its business history. Its sales have been particularly large in its Kentucky hardwood stocks, notably oak and chestnut, and the company feels mighty well pleased with the showing on its books.

The Acorn Lumber Company has been finding industrial trade much slower the past few weeks, although there is still now and then a good order doing the rounds. Its officials believe that prices are about at the bottom and must revive as soon as January buying starts.

The Aberdeen Lumber Company looks for decidedly higher prices on gum and cottonwood stocks as soon as the inventory season is over. President J. N. Woollett is now in the Southwest among the mills.

J. C. Linehan & Co., hardwood wholesalers, report general conditions in the hardwood market as decidedly bad, so far as building up a good wholesale business is concerned. Industrial buyers are evidently waiting for lower prices and railroad buying is not to be found.

The Ricks-McCreight Lumber Company finds a much slower business among the retailers than a few weeks ago. Hardwoods are hard to sell, and its buyers, most of whom have fair stocks, are making purchases only to fill in their immediate needs.

BALTIMORE

That the export business in American hardwoods is not as bad as current reports might cause one to suppose is indicated by the statement of foreign shipments from this port for September, which was issued last week, being always a month and a half behind time. According to this report the total declared value of the foreign shipments was not less than \$547,030, a bigger sum than has been recorded for a long time. It compares with not more than \$184,235 for the corresponding month of last year. An analysis, however, will show that much of the movement must be credited to "other manufactures of wood," which contributed not less than \$224,283, or almost half, to the total for September. On the other hand, the movement in oak boards took a jump, as against many previous months, the shipments running up to 1,112,000 feet, of a declared value of \$145,500, so that about three-fourths of the aggregate exports are thus accounted for. A fair business was done in hardwood boards, and for the first time in a long while some mahogany was sent out. Poplar, on the other hand, dropped to a rather nominal quantity, and other hardwood stocks also appeared to lag. There was some business in hardwood logs, also for the first time in many months, and the market on the whole was far broader than the trade has been accustomed to since the beginning of the war. Some attention was paid to sawn timber, with hardwoods among this classification; and there were other features in the exhibit of an encouraging nature. The difference in the declared value of the shipments as against September of last year cannot fail to attract notice, being about as wide as ever before.

John S. Helfrich, a well-known wholesale lumber dealer, has moved his office from the seventh to the third floor of the New Amsterdam Casualty Company building, formerly the Law building, on Courtland street. It is thought that the Casualty company will in time occupy the entire structure for its own business, and that the tenure of Mr. Helfrich is only temporary.

J. Sloan Hoskins of the lumber firm of J. S. Hoskins & Company, the tower of the Maryland Casualty building, has been appointed a member of the Industrial and Welfare Commission, to investigate industrial and welfare laws, and recommend to the Maryland Legislature of 1922 measures needed to bring about more harmonious relations between employer and employee.

John L. Alcock of John L. Alcock & Co., hardwood dealers and exporters, Munsey building, has been elected president of the City Club, an organization which is engaged in promoting measures designed to advance the interests of the municipality in every possible way.

R. E. Wood, president of the R. E. Wood Lumber Company, Continental building, is back from a trip to Texas, where he went to look after some of his interests. He was away about two weeks.

G. L. Wood, vice-president of the R. E. Wood Lumber Company, attended the Appalachian conference at Knoxville, Tenn., of sawmill men called to consider the advisability of curtailing production and other matters of special interest to the trade at this time.

The wholesale hardwood firm of Brown, Bowman & Bledsoe, in the

QUARTERED WHITE OAK

4/4" No. 1 Common.....3 cars
 4/4" No. 2 Common.....1 car

PLAIN WHITE OAK

4/4" No. 1 Common.....3 cars
 4/4" No. 2 Common.....3 cars

6/4" FAS.....1 car
 6/4" No. 1 Common.....1 car

PLAIN RED OAK

4/4" No. 1 Common.....4 cars
 4/4" No. 2 Common.....5 cars

PLAIN MIXED OAK

4/4" No. 3 Common.....10 cars
 5/4" No. 3 Common.....1 car

QUARTERED GUM

8/4" No. 1 Com. & Btr., Red 2 cars
 8/4" No. 1 Com. & Btr., Sap 3 cars

PLAIN RED GUM

4/4" No. 1 Common.....3 cars
 5/4" No. 1 Com. & Btr.....1 car

6/4" No. 1 Com. & Btr.....3 cars

TUPELO

4/4" No. 1 Com. & Btr.....6 cars

ELM

4/4" No. 2 Com. & Btr.....2 cars

CYPRESS

4/4" No. 1 Shop.....5 cars
 4/4" Select.....2 cars

8/4" Select & Btr.....1 car

COTTONWOOD

4/4" No. 1 Common.....10 cars
 4/4" FAS, 6-12".....5 cars

4/4" FAS, 13-17".....1 car
 4/4" Box Boards, 9-12".....2 cars

TWO BAND MILLS

100,000 ft. daily capacity

Miller Lumber Co.

MARIANNA, ARK.

COLUMBUS

Glen E. Thompson, formerly connected with the Brasher Lumber Company of Columbus, has opened a commission and wholesale business in North Tonawanda, N. Y. Mr. Thompson is well known in lumber circles.

C. N. Scott of Lima, Ohio, who has been representing the Gulfport Lumber Company in Northwestern Ohio, has taken a position on the sales force of the Sanford-Bodge Lumber Company of Columbus.

Frank Nichols, general manager of the mills of the Brasher Lumber Company of Columbus, which are located in the South, was a business visitor at the home office recently.

S. S. King of Dayton, head of the Dayton Lumber & Manufacturing Company and president of the National Association of Sash, Door and Millwork Manufacturers, was a recent visitor in Chicago to attend the annual meeting of the board of directors of that organization.

Innis Creighton, manager of the Liverpool branch of the W. M. Ritter Lumber Company of Columbus, has arrived in Columbus after a very stormy trip on a liner from England. While on board he was thrown against a rail and his collar bone was fractured. He was compelled to remain in New York for a week before coming to Columbus. Mr. Creighton reports a slow export demand, although conditions are good for business later on.

The Adams-Winn-Prechtel Company of Norwalk, Ohio, is the name of a new wholesale lumber company recently chartered with an authorized capital of \$25,000. The concern will job all kinds of lumber, including hardwoods, cypress and yellow pine. D. R. Winn, formerly with the Winn Cypress Company of Dayton, is president; R. R. Adams, formerly sales manager for the Central West Coal & Lumber Company, Columbus, is vice-president, and Charles Prechtel, formerly a retailer of Norwalk, is secretary-treasurer. Mr. Winn retains his interest with the Winn Cypress Company and does not participate actively in the management. Mr. Prechtel retains his retail business in Norwalk for the time being.

E. M. Stark, secretary of the American Column & Lumber Company of Columbus, reports a much better feeling in hardwood circles. This is evidenced by a larger number of inquiries that have been received, many

of which develop into orders. Inquiries from railroads are better than formerly and there is a disposition to place orders. Prices are holding up fairly well at former levels.

R. W. Horton of the W. M. Ritter Lumber Company reports a rather quiet trade both with manufacturing concerns and retailers. Buying is limited to present needs only. Dealers are not inclined to take a chance on the future by stocking up to any extent. Retail stocks are quite low in all sections.

CINCINNATI

L. P. Lewin, vice-president of the Lewin Lumber Company, has been elected secretary of the Business Men's Club of Cincinnati.

According to Harry Wiborg of 2612 Union Central building indications point that there will be no real improvement in the market until at least April. Mr. Wiborg said that in his trips throughout the country showed him that there can be no immediate improvement in the hardwood situation in the near future. He expressed the opinion, however, that after the first of April the trade would greatly improve.

J. E. Dulweber, formerly of the Dulweber Lumber Company, has been placed in charge of the gum department of the Thompson Hardwood Company in this city.

"We are getting more inquiries of late," said J. B. Jones of the Southern Lumber & Boom Company. Mr. Jones added that his firm is handling a fair trade, but that the company is not doing a capacity business. He is optimistic of the future and looks for better business by spring.

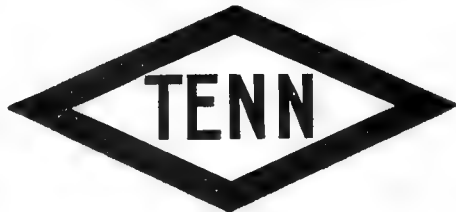
Rumor has it in Cincinnati that the Pullman shops of Ludlow, Ky., that were destroyed by fire two years ago are to be rebuilt on the old site. The shops were one of the largest sets owned by the Pullman Company, and the woodworking shops were the most complete in Kentucky. The possibility of the Pullman plant being built in Ludlow, which is just across the Ohio river from Cincinnati, has attracted the attention of the local hardwood trade.

Light on conditions in the lumber business is furnished by a manufacturer in Alabama, who writes to Samuel H. Taft, a Cincinnati lumber wholesaler, in answer to a letter of recent date calling attention to the differences in prices Jan 1, 1920, and those of Jan. 1, 1917.

Bearing on the cost of production in the two periods the manufacturer writes that in 1917 his concern had on its payroll 225 men each day the mills were in operation, and cut that year 14,000,000 feet of lumber. Common labor then cost about \$1.10 to \$1.50 a day. "Now," he writes,

BRISTOL TRIM

DIAMOND TENNESSEE BRAND

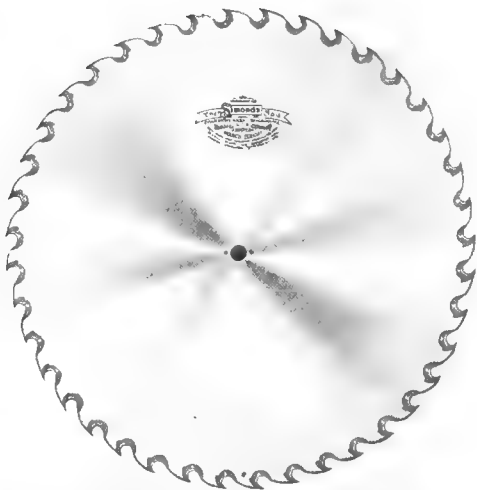


GUARANTEED

BRISTOL
DOOR & LUMBER CO.
BRISTOL, TENN.

REPRESENTATIVES

J. W. TURNBULL LUMBER CO.....Philadelphia, Pa.
I. N. CHASE LUMBER CO.....Boston, Mass.



SIMONDS

Inserted Tooth
SAWS

Stand Heavy Feed, Hold Their Tension
STAY Sharp.—Teeth Are Renewable

Write us about your cutting problems

SIMONDS MANUFACTURING CO.

"THE SAW MAKERS"

FITCHBURG, MASSACHUSETTS

MEMPHIS, TENN. CHICAGO, ILL. NEW ORLEANS, LA.

"it takes 275 men to run the mill and we cut between 8,000,000 and 9,000,000 feet of lumber, with common labor paid from \$2.50 to \$3.50 a day."

He writes that his mills are shut down "because we are unable to manufacture lumber cheap enough to sell it on the present market. This is the first complete shut-down we have had on account of trade conditions in the 32 years of my experience as a sawmill operator in this district."

Practically all of the Cincinnati architects, in drawing plans and making out specifications for residences, are advocating the use of hardwood wherever feasible. It is said in building circles that six out of every ten homes being built in Cincinnati are to have hardwood floors.

T. J. Keeveney of the T. W. Keeveney Hardwood Lumber Company is back at his desk after an illness of several months. He says business is slow, but that he looks forward to better things after the first of the year.

INDIANAPOLIS

Following an operation recently, M. W. Hission, sixty-three years old, secretary-treasurer of the Union City Carriage Company of Winchester, Ind., died at his home in Union City, Ind.

Last July the Robbins Body Corporation of this city filed a petition asking that the Bull Tractor-Madison Motors Corporation of Anderson, Ind., be declared bankrupt. Recently the plant was ordered sold.

The Wabash Basket Company at Converse, Ind., was destroyed by fire recently with a damage estimated at more than \$150,000. The fire originated in the boiler room of the plant and was well under way before it was discovered. The plant will be rebuilt.

Plans are being made by the Petersburg Improvement Association of Petersburg, Ind., a newly formed organization, for the construction of about 200 houses to take care of the workers that have crowded there upon the opening of the coal fields.

The city of Indianapolis is the defendant in a "squatter's" title suit for the possession of 150 acres of the best timber land in Marion county. The plaintiff alleges he has title to the land because of the fact that he and his father have had possession for more than twenty years without any effort being made to oust them.

Word has been received here of the death of George W. Harvey, fifty-five years old, a resident of Hartford City, Ind. He had been a manufacturer of shovel handles for years in Marion, Logansport and Newcastle. He is survived by a widow and one son.

An indictment was returned here recently by the Marion county grand jury against Rufus Morgan, formerly night watchman for the Talge Mahogany Company, charging him with arson. Police officials say Morgan confessed setting fire to the plant the night of Oct. 4, when a \$200,000 loss was sustained. His excuse was that he believed a fire would induce the company to put on another man at night to help in the work.

Charles B. Harrison, for more than eleven years superintendent of the C. F. Schmoe Furniture Company, manufacturers in Shelbyville, Ind., just south of this place, died Nov. 14 at his home in Indianapolis after an illness of more than three years. He was sixty-one years old, a prominent member of the Masonic lodge and is survived by the widow, two brothers and three sisters.

The case of the New Albany Veneering Company of New Albany, Ind., in a suit asking for \$25,000 judgment against the Talge Mahogany Company of Indianapolis for damages and account, said to have resulted from a contract to supply veneered lumber and plywood used in making airplanes under a government contract early in the war, has been tried in circuit court here. A decision will be handed down later.

The trade here is interested in some proposed changes in the municipal building code that will be recommended by a special committee of the Chamber of Commerce to the city council shortly. One of the changes is that the entire building department be taken out of politics and be placed on a permanent basis. It is understood that no changes will be recommended in the code as regards the restrictions now in force in the fire area.

The purchase of an addition of 108 acres of land for the state forest reserve in Scott county has been announced by the state conservation commission. The land will be used entirely for conducting experiments in practical forestry.

EVANSVILLE

The question of the "open shop" is going to enter into the issues of the municipal campaign that will open in Evansville in May of the coming year. The Farmer-Labor party, that polled something like 2,800 votes in Evansville and Vanderburg county, in the presidential election that was held on Nov. 2 last, has decided to put a full ticket in the field in the coming city campaign. The leaders of the party assert that their nominee for mayor will stand on a platform advocating the "closed shop," and that the party will be rather vigorous in its declaration against the "open shop." The leaders further assert that in their opinion the candidates of the two old parties will be pledged to the "open shop." Practically all the large manufacturers of Evansville went on record about a year ago as being irrevocably in favor of the "open shop," and it is not believed that the Farmer-Labor party will get very far in opposing the "open shop."

Daniel Wertz, head of Maley & Wertz, hardwood lumber manufacturers

of this city, has returned from a business trip to Edinburg, Ind. Mr. Wertz says there has been a checking up in trade during the past few weeks, and that he does not look for any marked improvement in business conditions for some time to come.

Announcement has just been made by William J. Muenstermann, the secretary and manager of the West Side Investment Company of this city, that his company will build at least twenty dwelling houses on the West Side here during the coming year, and he says that a larger number than this will be built on condition that building materials become more reasonable during the next six months. Several other building companies in this city are getting ready to launch a building campaign at the first of the coming year, and at present indications are that the year 1921 will witness more building of homes than the present year has.

William S. Partington, secretary and treasurer of the Evansville Lumbermen's Club and traffic manager of Maley & Wertz, hardwood lumber manufacturers of this city, has returned from a business trip to Indianapolis.

Joe Waltman, head of the Evansville Band Mill Company and president of the Evansville Lumbermen's Club, took an active part in the fall ceremonial of Hadi Temple, Ancient and Arabic Order of the Nobles of the Mystic Shrine, that was held here on Friday afternoon and evening, Nov. 19. A class of 160 novices was taken into the temple on that day.

LOUISVILLE

The United Casket Company, incorporated in Louisville some months ago to manufacture coffins, and which purchased a site for a local plant, has recently bought the unused plant of H. H. Poutch, who formerly operated a planer, and will install a temporary plant, which it is planned to place in operation shortly. G. E. Zimmerman is president and H. H. Reese, Sr., superintendent.

The Holly Ridge Lumber Company, Louisville, reports that it will soon complete a new cooperage plant at Bunkie, La., to be operated in connection with its lumber mills, this plant to have a daily capacity of 10,000 staves or parts of heading, work on it having started last April. The plant will cut oak, gum, hackberry, ash., etc. Barry Norman, W. N. Willis, W. A. Watts, L. H. Wymond and other prominent men are directors of the company, which has four sawmills in Louisiana and Mississippi.

The Mengel Company of Louisville has recently chartered three additional steamers for handling its logs from Central and South America and West Africa, these being the Crickett, West Caruth and Ionia. Mahogany logs are brought in at Pensacola and Mobile principally.

J. L. Dawson, head of the Dawson Lumber Company of Louisville, has recently returned from several weeks spent on the Pacific slope, having visited large red wood mills in Oregon, Washington, California and other states, with the idea of arranging to job some of the western woods through his Louisville office. Mr. Dawson was very enthusiastic concerning operations on the coast, and reported that while business was a little quiet with the mills just now, the operators are optimistic, and the furniture manufacturers of the coast are apparently rather busy.

H. E. Snyder of the Louisville Veneer Mills, after several weeks' absence from the office as a result of serious illness, is again feeling good, and while underweight is on the job steadily.

W. P. Brown & Sons Lumber Company has indefinitely postponed plans for building an office building at Fourth and K streets, but will probably take the matter up again in the spring.

The Southern Wood Products Company has started work on an office at its plant on West Market street, where it is completing some new buildings.

Silas Cundiff, lumberman of New Haven, Ky., was recently found dead near Muldraugh's Hill, a few miles distant, death having been from heart trouble.

The Ohio Valley Improvement Association has just wound up a meeting at Paducah, Ky., at which arrangements were made for asking Congress for further appropriations for speeding up deep water way work on the Ohio river.

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, has recently announced a number of accomplishments in securing lower freight rates. The Chesapeake & Ohio railroad has agreed to reductions from a number of Eastern Kentucky towns to Louisville, these reductions figuring as much as 6½ cents a hundred. Through rates have also been secured from points on the Mobile & Ohio in Alabama to Kentucky and Tennessee points, carrying new rates on basis of through rates to Ohio river crossings. Reduced rates have been secured from C. N. O. & T. P. points in Kentucky and Tennessee to New Albany, Ind., saving from one to three cents a hundred on logs. There has also been new single line mileage rates secured in Indiana, which will save considerably on logs and stave bolts.

ST. LOUIS

Changes in the location of some of the lumber firms in St. Louis are: Lee Wilson & Co., in charge of J. I. Newsom, from Boatmen's Bank building, to room 916, Title Guaranty building.

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

ASH
No. 2 & Btr. 5/4, aver. width & length, 9 mo. dry. 2 cars
No. 1 & Btr. 6/4, aver. width & length, 10 mo. dry 1 car

BASSWOOD
Sel. & B. 6/4, 5" & wider, aver. length, 11 mo. dry 2 cars

ROCK ELM
No. 2 & Btr. 4/4, aver. width & length, 9 mo. dry 2 cars
No. 1 & B. 10/4, 6" & wdr., 8' & lgr., 11 mo. dry 1 car

HARD MAPLE
No. 1 & Btr. 4/4, aver. width & length, 9 mo. dry. 10 cars
No. 1 & B. 10/4, 5" & wdr., 8' & lgr., 9 mo. dry. 10 cars

MAPLE
No. 1 & B. 8/4, 4" & wdr., aver. lgh., 9 mo. dry. 10 cars

WAUSAU

Chas. Gill Lumber Co. WISCONSIN

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown
No. 1 & Btr., 5/4, 8 mos. dry
No. 2 & Btr. 6/4, 8 mos. dry

Send us YOUR
inquiries for
NORTHERN
HARDWOODS
and HEMLOCK

BIRCH
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)
No. 1 & Btr. 5/4, 8 mos. dry..... 1 car
No. 1 & Btr. 6/4, 8 mos. dry..... 1 car
No. 1 & Btr. 8/4, 8 mos. dry..... 1 car
No. 1 & Btr. 10/4, 7 mos. dry..... 2 cars

BASSWOOD
No. 1 & Btr. 6/4, 10 mos. dry..... 2 cars

Wheeler-Timlin Lumber Co.

WAUSAU, WISCONSIN

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr.. 40,000'
4/4 No. 2 Com.. 175,000'
5/4 1st & 2nds.. 50,000'
5/4 Selects 65,000'
5/4 No. 1 Com.. 60,000'
5/4 No. 2 Com.. 200,000'
6/4 1st & 2nds.. 20,000'
6/4 Selects 30,000'
6/4 No. 2 Com.. 50,000'
8/4 No. 1 C. & B. 35,000'

HARD MAPLE

4/4 No. 2 & Btr.. 40,000'
5/4 No. 1 & Btr.. 175,000'
5/4 No. 2 Com.. 40,000'
6/4 No. 1 Com.. 20,000'
6/4 No. 2 Com.. 175,000'
8/4 No. 2 C. & B. 150,000'
10/4 No. 2 & Btr. 60,000'

BASSWOOD

4/4 No. 1 & Btr.. 200,000'
4/4 No. 2 Com.. 200,000'

SOFT MAPLE

4/4 No. 2 & Btr. 75,000'
6/4 No. 2 & Btr. 11,000'

SOFT ELM

6/4 No. 2 & Btr. 90,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT

CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

STRABLE Lumber & Sales Company

SAGINAW, MICHIGAN

*Manufacturers of the Time Tested
Wolverine Maple Flooring*

Want to move quick quantity of 13/16 and 11/16" factory grade. Can also make prompt shipments of other grades.

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT	
No. 2 and Sound Wormy.....	200,000'
No. 1 Com. Sound Wormy.....	100,000'
QTD. WHITE OAK	
6/4" No. 1 Com. & Btr.....	2 cars
QTD. RED GUM	
8/4" No. 1 Com. & Btr., SND.	2 cars
SAP GUM	
4/4" FAS.....	200,000'
4/4" No. 1 Com.....	300,000'

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

WE WANT TO BUY:

HICKORY	
5/4" - 6/4" No. 1 & Btr.....	10 cars
PLAIN OAK	
4/4" FAS.....	100,000'
CHESTNUT	
4/4" FAS.....	50,000'
SAP GUM	
4/4" No. 2 Com.....	100,000'
8/4" FAS.....	10 cars
13/17" Boxboards.....	3 cars

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

Interstate Lumber Company, from 1268 Arcade building, to room 1008-10, the same building.

The Sherrill Hardwood Lumber Company of Merryville, La., and the Sherrill-Russell Lumber Company of Paducah, Ky., have opened a St. Louis sales office in charge of H. N. Saylor, Jr. A Chicago office has recently been established at 76 Monroe street, with K. G. Gould in charge.

Mr. Saylor, in speaking of the condition of the market here and of the prospects for the future, expressed the opinion that while a quiet market may obtain all winter, it is his opinion that things will begin to boom in the spring. This, he said, was due to the fact that all lumber customers are at present staying out of the market waiting for a further reduction in prices and when the spring opens up with the anticipated demand for lumber for all purposes, building, automobile manufacturing, etc., they will all come into the market and will cause not only a large demand but also an upturn in price.

He expressed the opinion also that furniture manufacturers would place a new line on the market to stimulate their business and that figured red gum would be the vogue in place of mahogany and oak.

One of the main causes of the present slump in the hardwood market in St. Louis is the shut-down of the General Motors plant here. This condition, it is feared, will obtain until after the first of the new year. At the time these plants started last year it was thought they would reach a point where they would employ five thousand people, but they had not reached that figure before the shutdown. Building has been going on at a fairly good rate, but of course this will slacken with the coming of the cold weather.

WISCONSIN

The United Wood Products Company, Chippewa Falls, is contemplating the erection of a new factory costing about \$30,000. An architect will be selected shortly and work probably will begin early in the Spring of 1921. A. W. Juster is secretary and manager.

The Polonia Phonograph Company of Milwaukee has been organized with a capitalization of \$50,000 to engage in the manufacture of talking machines, cabinets, records, etc. Contracts have been awarded for the erection of a factory at Grove and Harrison Streets, to be two stories high, 40 by 160 feet in size and cost about \$30,000 with equipment. Chester P. Dziadulewicz, 435 Broadway, is general manager.

The H. H. White Company of Sturgeon Bay is the name of a new corporation which has been organized with an authorized capitalization of \$25,000 to manufacture and deal in toys, novelties, handles and all kinds of wood products, specializing in hardwood materials. The incorporators are H. H. White, H. Taubman and H. M. Ferguson.

Andrew Kaul, Jr., & Co., Merrill, Wis., manufacturers of hubs, spokes and other hardwood products, announces the appointment of C. D. Clarke, formerly of Rhinelander, as manager. Mr. Clarke retires as manager of yards of the Brown Land and Lumber Company to accept the new duties. He served for a number of years as superintendent of the Wright Lumber Company at Merrill, later taking charge of the big mill of Flynn and Schultz of Chicago in the same city. Afterward he organized a company of his own which he managed for fifteen years. Three years ago he went to Rhinelander to join the Brown company.

The vast plant of the Pabst Brewing Company at Milwaukee, centered at Ninth and Chestnut Streets, is now the home of more than twenty-five large industrial corporations which have taken over individual buildings, parts of buildings, or new structures erected on the property by the Pabst company after prohibition cut down its annual output of beer from 2,000,000 barrels to a present capacity of 400,000 barrels of cereal beverage. One of the prominent tenants at present is the Badger Cabinet Company, and the Jackson Piano Company, which has its case and action factories at this point.

O. E. Knoke of Hatley, Wis., a well known hardwood lumber manufacturer of the North, is establishing a new mill at Appleton, Wis., to be served by the new extension which the Wisconsin and Northern Railway has built southward from Shawano. The new mill is of the single band type and has a capacity of about 40,000 feet in ten hours. It is three stories high, 30 by 110 feet in size, with a separate power house 40 by 60 feet equipped with two 150 horsepower boilers. A planing mill will be added next spring. The new plant is equipped for winter sawing and has a hot pond 30 by 110 feet in size. Mr. Knoke is moving his residence from Hatley to Appleton, although continuing in operation the Hatley mill. The Appleton mill will manufacture hardwood and hemlock lumber.

The B. Heinemann Lumber Company of Wausau has closed down its big sawmill for repairs and replacements. It is hoped to resume operations about December 15 or 20. This, however, will depend largely upon the delivery and installation of some important new machinery units. Several logging camps already are at work in getting out a log supply for the winter and spring run, and others will be opened within a short time. The Heinemann company anticipates a steady run at capacity throughout the winter after its repairs are completed.

The Wisconsin Box & Lumber Company, Wausau, expects to work up about 3,500,000 feet of logs during the coming season. It has two camps

in operation, which will put in 2,500,000 feet, and the remainder of the supply will be purchased from jobbers. The plant has a fair run of orders, which are enabling it to keep in operation at nearly full capacity.

The Konz Box & Lumber Company, Seymour, which lost its plant by fire some time ago, has completed plans for the erection of a new factory, which will cost about \$30,000. It will be two stories high, 42 by 55 feet in size, equipped for the manufacture of boxes, crating stock, tubs, etc. The tub department is a new enterprise. The new factory will be considerably larger than the one which was burned. It will be operated by steam and plans call for a power plant. The business is owned and managed by S. A. Konz, who maintains a large plant of a similar nature at Appleton, Wis.

The Averill-Mau Lumber Company of Chetek, Wis., has been incorporated, with a capital stock of \$50,000, to manufacture and deal in lumber, etc. The incorporators are C. K. Averill, August C. Mau and William A. Mau.

The Phoenix Manufacturing Company, Eau Claire, has increased its authorized capitalization from \$250,000 to \$750,000. It is one of the largest manufacturers in this country of sawmill machinery, logging and loading equipment, and appliances for the lumber industry generally. The capacity of its plant has been undergoing expansion for more than a year, and this work will be continued in 1921 to handle a steadily increasing volume of business, foreign as well as domestic.

The J. H. Kaiser Lumber Company of Eau Claire has completed the work of rebuilding its mill and factory, following a serious fire which nearly wiped out the plant last July. The mill was placed in operation on November 8 and the planing mill will be ready to absorb the output early in December.

The Below Sawmill Company of Marinette, a \$500,000 corporation organized some time ago to take over the extensive interests of Hiram B. Below, formerly of Stanley, is completing extensive rebuilding work and new construction on the site of the old N. Ludington mill, which for years was operated by the Isaac Stephenson interests. The acreage of the former Hamilton & Merryman mill site and yards also was acquired recently, making a total of more than sixty acres for the factory and yard operations of the Below company. In addition to modernizing the large sawmill, the Below company is erecting a large woodworking plant, dry kilns, planing mill, flooring mill, warehouses, storage plants and auxiliary buildings. The Below company's wholesale and retail distributing interests at Wells, Mich., Muskegon and Detroit are being abandoned in order that attention may be concentrated on the Marinette operation. According to Mr. Below, reports of connections with the Ford interests of Detroit are not true.

Meyer Brothers of Florence, logging jobbers, have increased their holdings of timber acreage by the acquisition of four forties. The tracts will be actively logged during the coming winter. Practically the entire input already has been spoken for by sawmills in northeastern Wisconsin.

The Hardwood Market

CHICAGO

The almost complete lethargy of the hardwood market continues at Chicago. The purchase of ties by the railroad companies represents almost the only really active feature of the market. The sellers here are, of course, getting some business; a car, or two or three cars, at a time; but this is coming from only those consuming plants which are in absolute need of stocks. Those woodworking plants that are still operating have no inclination to acquire stocks to cover supposed future requirements, and in addition to this a number of plants have closed down to await an improvement in conditions. Furniture plants which two months ago had enough business on their books to keep their wheels buzzing for two years have had to close because of the large number of cancellations. Many plants are working on short time. The failure of several large phonograph cabinet plants is reported and others are doing virtually no business. Lumbermen are now looking forward to the coming of the new year, when they anticipate that the furniture and other woodworking plants will enjoy a revival of business to an extent at least comparable with normal pre-war demand, and will, therefore, quicken their operations. This will mean a rehabilitation of the hardwood market, they believe. In the meantime the sellers are awakening to the fact that it will do them little good to continue shading prices, as the buyers will take lumber at no price, unless they urgently need it. Because of the general curtailment of production, both in the north and south, it is reported that stocks are far below what would be necessary to fill a normal demand.

BUFFALO

The hardwood yards all report business as quiet and they are not looking for any great improvement until after the first of the year. Buyers are unwilling to add much to their inventories during the next few weeks.

BRODHEAD-GARRETT CO. **CLAY CITY, KENTUCKY**

Manufacturers of

Hardwood Lumber

White and Red Oak, Poplar, Chestnut, Maple and Basswood our specialties. Our stock is very soft in texture and of uniform color.

DRY KILN AND PLANING MILL FACILITIES

Manufacturers of **Southern Hardwoods**

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS



The CHICAGO APPROVED PORTABLE Watchman's Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS

No. 9 Church Street, NEW YORK
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FOR SALE

Southern Hardwoods
OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar

Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

and quite a few concerns are running on short time, because of a falling off in their orders. It is noticed by wholesalers that quite a perceptible falling off in the number of hardwood lists offering low-priced stock has occurred in the past month, and this is regarded as a very favorable sign. It would not take much buying to give a good impetus to prices. These seem to have about reached the bottom.

Lumbermen have been reducing their prices to as great an extent as possible during the past few months, and it is felt that if other lines interested in building would take a similar position the business would be much improved. The feeling of local lumbermen is thus expressed by Harrington Flier, president of the Buffalo Lumber Dealers' Association:

"The lumber dealers of Buffalo have promptly and continuously decreased the price of lumber to the public as fast as the manufacturers have made decreases to them, and in fully as great proportion, and intend to give to the public the benefit of any further changes there may be in the market, if for no other reason than a selfish one in desiring to do their full share to stimulate building, in order to keep the volume up to normal, or as near it as possible. The volume of lumber sales in Buffalo has decreased about 50 per cent since last March. This adds greatly to the cost of overhead, and in order to realize the same profit per thousand feet, there will have to be an increase in the selling price, unless the volume of business soon increases to make up for the decline in volume and to carry the extra overhead."

PITTSBURGH

Hardwood business has been very badly cut into the past few weeks by the lack of demand from the automobile companies. The big slump in the automobile business has practically stopped all buying in that direction. Purchases by the implement and vehicle manufacturers have also been very disappointing of late. Those wholesale concerns which depend largely upon these two lines of business and which had a comparatively few customers for their stocks have been seeing very dull times since Oct. 1. Also, the hardwood trade with the yards has been next to nothing. It was only for filling in orders that any business has been done lately with the retailers, who are evidently waiting until inventory season or until after Jan. 1 before they will invest any more money in hardwoods. Railroad buying has been scattering and in smaller lots and confined mostly to bridge timbers. The mining trade in medium and low-grade hardwoods has been very good until recently, when the slump in the coal mining situation has produced a lull in this business also. Altogether, with hardwood prices fairly soft the market has been anything but prosperous the past six weeks.

The prices of railroad ties have got up to such a point in tri-state territory that the Pennsylvania Railroad Company, which uses 5,000,000 crossties a year, is now getting figures from Central and South America on the cost of ties in these countries.

BALTIMORE

Conditions in the hardwood trade in Baltimore are not improved, though the demand shows some indications of becoming more active, the inquiries being more numerous than they have been. Here and there further recessions in prices, however, are to be noted in the last two weeks. Some members of the trade feel that the bottom has been reached, but this belief is not shared by others, who profess to see a continuance of the liquidation. This latter view is probably a mistaken one. Indications do not encourage expectations of a decided recovery for the present to be sure, and matters are likely to drag along until after the first of the year and perhaps until spring. But the demand can not be permanently held up and is bound sooner or later to reassert itself. Whenever it does there is likely to be disclosed a great shortage of lumber, for many of the mills have closed down altogether, while all of them are on reduced time, their output being more or less curtailed. The production is probably much under the normal requirements of the country, the pressure now being due not to the heaviness of the offerings, but to the circumstance that the buying has been largely suspended. It apparently does no good for the hardwood men to mark down their figures, because the buyers who have no need of lumber will not take up stocks at any price, preferring to run their chances on the future. It is probably true that considerable losses are to be recorded on much of the high-priced lumber acquired during the summer and early fall. But there is at least a prospect that values will get down to a basis where stability can be counted upon. Meanwhile various sellers are calling on dealers and commission men to sound out markets and see what can be obtained for some particular lot of lumber, the intimation being that the lumber is to be disposed of at whatever it will bring. Some members of the trade see opportunities of getting bargains, and before long this feeling may be taken advantage of to take up stocks against the time when there will be a market for them. This, of course, calls for foresight and ample means to tide over the period of inactivity. The best opinion, however, is that confidence in the future of the country will be amply justified. Exports are in much the same condition as the domestic business, with buyers generally holding back and with pronounced quiet. The dealers and brokers abroad take the view that

American hardwoods will be cheaper, but after all it is largely the adverse rate of exchange and other conditions growing out of the war that impose a check upon the business.

COLUMBUS

Hardwood trade in central Ohio territory during the past fortnight has been rather quiet in all directions. Buying on the part of both factories and yardmen is limited to immediate requirements only, and there is no disposition to stock up for the future under present unsettled conditions. The tone of the market is not very good and future prospects are not as bright as they might be.

Wholesalers and producers believe that after the holiday inventory period and the settlements for the year there will be better buying on the part of dealers. Reports show that stocks in the hands of dealers are light. In fact stocks are badly broken, and as a result ordering is necessary to keep lines fairly well intact. Dealers believe that prices have not yet reached the bottom and thus show no disposition to take chances on accumulating some stocks. Factory buying is also at a low ebb. Concerns making boxes are the best customers and a considerable demand is reported from that source. But furniture and implement factories are going slow in placing orders. Railroads are showing a better feeling and a larger number of inquiries are coming from railroad purchasing agents.

Building operations have slowed down to a large extent, partly due to tight money conditions and partly to the approach of winter. Some construction jobs are being pushed to completion, but new building projects are few. Indications point to a rather active building season in the spring, and it is believed that fact will stimulate buying on the part of retailers.

Prices are rather weak and show a range of from \$10 to \$15 on certain items. It depends largely upon how badly the producer or jobber desires to sell. The strongest points are the better grades of oak and poplar. In fact poplar of the better grades are selling fairly well. Production has been reduced to about 45 to 50 per cent of normal and that is expected to aid in stabilizing prices.

CINCINNATI

Dullness is the rule in the Cincinnati hardwood market. Prices have declined considerably, but the demand is very light. There has been a reduction of \$50 to \$75 on a thousand feet, but this has not attracted the buyer, who is apparently holding out for lower prices. Factory demand is small, as manufacturers are using their reserve stock and are playing a waiting game. There is at present no active demand from any particular industry, with the exception of the railroads. Furniture factories are going slow, as are all woodworking plants. It is the belief of many that after the first of the year the market will come back.

INDIANAPOLIS

A small demand has had its effect on the markets in hardwoods in this vicinity, according to dealers. The word has gone out and appears to be prevalent among dealers here that prices will not descend to lower levels, but the dealers are taking no chances and the result is very little buying. In some isolated instances the dealers are building up fair stocks against a heavy winter season of repairing and interior remodeling, but the large majority feel that they are taking an unnecessary chance in buying. One cause for the poor market condition and the cause that has had more effect on the hardwoods than in other species in depressing the market is that the woodworking industries have curtailed their operations to a great extent and have practically ceased buying. The first among the woodworking plants to be affected were the automobile plants that make their own bodies and the body manufacturing plants working independently of the auto manufacturers. Indianapolis has several of these plants and work in them at the present time is practically at a standstill.

Some of the more optimistic dealers see a good winter season ahead. They point to the large increase in the new construction work started last month when compared with the same month a year ago as a basis for their argument. There is no doubting the fact that labor is not only more plentiful but more efficient, and this, coupled with the fact that lumber is down and so are other building materials, is having its gradual effect on the prospective builder. Architects in Indianapolis say they have more prospective work on the boards than ever before in their history, and of this work a large part of it is high class residence construction, where large quantities of hardwoods will be used.

EVANSVILLE

Trade has been dull with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky for several weeks past, and things have been as dull during the past two weeks, about as dull, in fact, as they could be. Many of the large mills in the tri-state section are now closed down, and as soon as many of the other mills saw up what logs they have on hand they also will close. In the city of Evansville the hardwood manufacturers say that their volume of business is only about 20 per cent normal. There is little demand for the best grades of lumber, and the lower grades, which held up pretty

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Finely Figured Quartered Oak
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 We have very complete stocks of
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Saps & No. 2 & Btr. 4/4, 5/4	No. 3	4/4	
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 SCHOFIELD, WISCONSIN
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The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

well for several months, have also taken a big slump. The manufacturers are not, however, altogether pessimistic over the outlook. They say that as soon as there is a change in the situation and the demand of lumber picks up again there will be a rising tendency in prices. They point to the fact that stocks are low and that little lumber is now being produced, and that prices will surely get higher because of this fact. When the change in the trade situation will come is of course a matter of speculation. Many of the manufacturers believe that the present slump in business is only temporary, and that it will soon pass away and that by the first of the coming year trade will take a spurt and things will get back to a settled basis. Everybody seems to be holding back from buying at the present time, this being due to the declining market, it being a well known fact that few people buy on a falling market. The various furniture factories of Evansville and those in other cities in the tri-state section are buying little or no lumber at the present time, and in fact they have been in the market for very little during the past two or three months. There is a tightening up of many of the wood consuming plants at the present time. Collections are reported fairly good. Crop conditions are only fair. Farmers are greatly dissatisfied over the falling corn market, and many of them are refusing to sell their new corn at the present quotations. The retail lumber trade has been sluggish for some time past and no picking up is expected for several weeks to come.

LOUISVILLE

Inquiries continue light and demand dull for hardwoods, and in fact all lumbars, as there is no heavy consuming demand just now, and consumers as well as jobbers are playing the waiting game. Stocks on mill yards are near normal, and in fact heavy in some instances. While prices are still declining slowly and gradually this is to be expected. At the same time production costs are beginning to recede a little, as some of the mills are cutting day laborers fifty cents a day in the South, and loggers as much as 25 per cent, as demand for labor is much lighter, with mills closing down fast, and with many logging operations held up. Locally the lumber and veneer plants have not cut wages on the hourly basis, but have cut hours. The box plants are now running nine instead of ten hours and with reduced forces. The veneer and panel plants are not turning a wheel on Saturday in some cases, and some are not running even five days. However, it is believed that business will be generally better after January 1, when the present low wave reaches bottom and takes a brace. It is believed that stocks in consumers' hands are light, and with improved building in the spring, and increased demand from many consumers things should steady rapidly.

ST. LOUIS

The hardwood market in St. Louis continues very quiet, with few transactions of large volume. The furniture manufacturers, who are the largest St. Louis consumers of hardwood, are buying sparingly, and automobile makers, who are second as consumers of hardwood here, also are rather diffident. Car oak and other woods used in filling the needs of car makers are fairly active, but there is little life in the market. There is little disposition on the part of the hardwood men to trim their prices, as many of them take the position that they have about reached bed rock. All are hopeful, however, that with the passing of the inventory season, and the readjustments to be expected in many manufacturing industries using hardwoods, that the market will strengthen. Building here, though slackening with the coming of cold weather, still continues at a promising rate. Permits issued during the month of October numbered 739, with a total value of \$1,055,730.

MILWAUKEE

While the situation in regard to the demand for hardwoods shows little change, significance is attached to a freer inquiry which has developed in the past week to ten days. Requirements which have been placed so far in November are of unusually small volume, nevertheless indications are noted which portend a revival of demand. However, manufacturers and jobbers do not expect any material improvement in buying until after January 1, at which time it is likely that wood-consuming industries will begin placing requirements for the new years in a sizable volume.

The furniture, cabinet and musical instrument industries seem to have their needs for the present fairly well covered and are taking little new material, depending upon old contracts to carry them over. The same is true of manufacturers of office furniture and interior trim. There is little building activity at this time, largely because of the season, but there are signs which seem to insure that industrial commercial and domestic construction will witness a very definite revival during the coming year.

Hardwood lumber prices are more stable now than for five or six months. Here and there it is noted that lots are passing at reductions, but this is being done mainly to move stuff which is a drag on the market, sellers taking advantage of reasonable offers to convert inert stock into money. It is believed that the bottom has been reached in the declining price movement, and while no advances are expected at this time, there are no reasons why any material declines should be expected or asked.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

LUMBER INSPECTOR

Man familiar with the Northern hardwoods and Sound Wormy Chestnut. In answering give age, experience and references. State salary wanted. Address Box 707, care HARDWOOD RECORD.

WANTED

Two hardwood lumber salesmen. One for Chicago territory and the other for Detroit territory. Must be high class, capable and energetic. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

WANTED

Yard superintendent. Must be familiar with grading northern hard and softwood lumber, and experienced in handling men. Write fully, giving age, experience, reference, and salary wanted. JOHN S. OWEN LUMBER COMPANY, Owen, Wis.

WANTED—HARDWOOD LUMBER SALESMAN

For carload lots, Philadelphia and near-by towns. Must be competent, energetic, up-to-date young or middle-aged man of mature judgment, and thoroughly conversant with hardwoods. Will pay good salary or arrange on commission basis. Write full particulars, giving age, experience, references. Address Box 717, care HARDWOOD RECORD.

SALES REPRESENTATIVES WANTED

West Virginia hardwood producer wants representatives in Columbus, Indianapolis, Detroit, Grand Rapids, Cleveland, Buffalo, Boston, New York, Philadelphia, Baltimore and Montreal. Experienced men with ambition and good clientele of customers required. Prefer giving such men share of profits, but require full details as to experience, references and remuneration expected in first letter. Address Box 721, care Hardwood Record.

WANTED

To interview man about 35, having practical small or large hardwood timber and sawmill operating experience, with general all-around ability in selling and as executive. Have good business opening with large going concern. Prefer man with five or ten thousand dollars to invest, but must have successful, energetic man with good record. Apply quick, own handwriting, giving sufficient history of experience to enable us to judge whether personal interview would be desirable. Address Box 709, care Hardwood Record.

WANTED

Young man assistant surveyor for field work in connection with our logging operations. Name former employer, experience, and salary to commence on, in first letter. Write HOUSTON BROS. Vicksburg, Miss.

LUMBER WANTED

WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.

GEO. W. HARTZELL, Piqua, Ohio.

WHITE ASH

Wanted—Tough White Ash, either in the log, lumber or dimension.

S. N. BROWN & CO., Dayton, O.

HARD MAPLE WANTED

We are in the market for five cars No. 1 C. 8/4 hard maple. Kindly quote f. o. b. loading point. Address Box 720, care HARDWOOD RECORD.

MAPLE WANTED

We are in the market for one carload of 15,000 feet of 4/4 No. 2 C. & BTR. Hard Maple, to run approximately as follows: 10% to 15% FAS, 50% No. 1 C., 35% to 40% No. 2 C. Quote lowest price F. O. B. cars dry. Address Box 714, care HARDWOOD RECORD.

WANTED TO BUY

In less than carload quantities, terms draft to bill of lading, either ash, birch, or yellow poplar in 4/4" thickness, S2s to 7/8", both edges dressed, ends trimmed in 2' lengths, widths 4" to 8". Stock must be thoroughly seasoned or else kiln dried. It is used for electrolytic backing. Address J. R. K., Wholesale Lumber, Box 121, Dayton, Ohio.

LUMBER WANTED FOR CASH

5 cars 1", 1 1/2" and 2" Poplar.
10 cars 1" to 4" Ash.
6 cars 1", 1 1/4" and 1 1/2" Oak.
4 cars 1" Elm.

Prefer FAS and No. 1 C., but can use some No. 2 C. Will make mill inspection and pay cash less 2%. Prices must be in line with present values.

JOHN I. SHAFER HARDWOOD COMPANY, South Bend, Ind.

LUMBER FOR SALE

PHILIPPINE MAHOGANY

Can supply best grade, any quantity, promptly. ARROW TRADING CO., Seattle, Wash.

WALNUT LUMBER FOR SALE

50,000 ft. 4/4 No. 2 C. & B. Walnut Lumber. W. E. VASBINDER, Daleville, Indiana.

ROCK ELM

FOR SALE—5 cars 5.4 No. 2 Common & better rock elm. CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

Or assistance desired to help market virgin red gum and red oak on 416 acres of fine high delta land in Tensas Parish, La., two miles from R. R. SLOAN BROTHERS, R. R. 2, Newellton, La.

FOR SALE

1 car 2 1/2" L. R. soft Indiana elm, shipping dry to dry.

1 car 3" elm, L. R., green to shipping dry. J. H. BARCLAY LUMBER COMPANY, Bedford, Ind.

FOR SALE

1 car 3" Indiana White Ash L. R. dry.

1 mixed car 6/4, 8/4 and 10/4, White Ash L. R. dry.

J. H. BARCLAY LUMBER COMPANY, Bedford, Ind.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn

45,000' 1 1/4" thick Flitch sawn

42,000' 1 1/2" thick Flitch sawn

dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

WARREN ROSS LUMBER COMPANY

Band Mill and Yard—Jamestown, N. Y.

We are running our mill continually, manufacturing all kinds of hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern and Southern hardwoods, also Mahogany.

DIMENSION STOCK FOR SALE

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces

1 car 5" and 5 5/8" wide by 17 to 27" long.

1/8" Birch Filler Stock

2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO., Mellen (Ashland Co.), Wis.

WAGON STOCK WANTED

WANTED

Hickory Green Flitch, No. 2 C. & Btr.

Wagon Poles—Oak or Ash, 13 feet long.

Wagon dimension stock.

WILLIAM MERKEL, Irvington, N. J.

DIMENSIONS WANTED

WAGON STOCK—10,000 Wagon Tongues, 2 1/4x4x4 12 ft of oak or ash. 20,000 axles 3 1/2x4 1/2 to 4 1/2x5 1/2 6 ft. of hickory. 25,000 Bolsters 3 1/2x4 1/2, 3 3/4x4 3/4 oak, 3 3/4x3 1/4 all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

LOGS FOR SALE

HOLLY LOGS

We have for sale four (4) carloads of choice Holly Logs. Address: THE QUAKER OATS COMPANY, Foxworth, Miss.

FOR SALE

147 ash logs, 12 to 25" in diam., 12 to 16' long; 73 poplar logs, 16 to 30" in diam., 12, 14 and 16' long; 35 gum logs, 16 to 28" in diam., 12, 14 and 16' long. Fresh cut logs, no bugs. Still cutting and hauling ash and poplar. Can furnish any quantity of any kind of logs you want. J. R. KING, 1305 St. Charles Ave., New Orleans, La.

LOGS WANTED

WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Piqua, Ohio.

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER FOR SALE

FOR QUICK SALE

40 million ft. good southern hardwood timber, in fee or timber only. Two good new mills, one ready to start, and other just starting. One million ft. good logs on yard. Other interest requiring attention. Address Box 719, care HARDWOOD RECORD.

TIMBER FOR SALE

One hundred and twenty-five million feet hardwood in Georgia, fifty miles Savannah. Fifty million feet, Burke County, Georgia, good percentage very large poplar. One hundred and thirty-five million hardwood, pine and cypress, Barnwell County, S. C. Large original timber. Trade direct with owners if desired. J. W. BARNES, Savannah, Ga.

RAILS FOR SALE

RAILS FOR SALE

50 track miles 75# A. S. C. E., Section Re-laying Tee Rails with full complement angle bars, available for prompt shipment. Free delivery on Texas & Pacific Railroad in Louisiana or Texas.

A. MARX & SONS

643 Tchoupitoulas St. New Orleans, La.

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FOR SALE

Black Bros. Veneer Jointer, excellent condition. ROACH & MUSSER CO., Muscatine, Ia.

SECOND HAND PIPE FOR SALE

All sizes from 1" to 10", No. 1 condition. Immediate shipment from stock. Write Dept. B. for prices. MAX ZEIGLER & BROS., Muncie, Ind.

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15 M Capacity sawmill complete in A-1 condition. One 5½"x8 two drum American hoisting engine. One Foreman Patent Ford logging truck. TOWNSEND & BISHOP, Lanes, S. C.

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2 80 H. P. Boilers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42'
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One complete 8 ft. Clark Band Mill, located Fogg, West Va.
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One 6 ft. Fay & Egan Band Mill with power plant, located Orange, Virginia. For prices and specifications, write THE WEST VIRGINIA TIMBER CO., Orange, Va.

FOR SALE

3—new A1 20th Century saw mills 2 15/16 mandrel, 16' carriage, 3 blocks set out work, double acting set work, rope feed Heacock belt drive.
2—new Vance 3 saw edgers, 14" solid saws.
1—6¼"x8" D. C.-D. F. D. hoist with boiler reversible engines.
1—7"x10" Lambert D. C.-S. F. D. skeleton hoist.
1—7"x10" Mead Morrison D. C.-D. F. D. skeleton hoist.
1—12"x14" D. C.-S. F. D. skeleton hoist.
1—10"x12" Lidgerwood cableway outfit complete.
1—54"x16" H. R. T. boiler lap seam, double riveted.
2—60 x16" H. R. T. boilers, butt joint triple riveted.
2—66"x16" H. R. T. boilers, lap seam double riveted.
2—72"x16" H. R. T. boilers, lap seam double riveted.
1—72"x18" H. R. T. boiler, lap seam triple riveted.
1—35 H. P. locomotive type boiler on wheels.
1—8"x10" Erle City center crank throttling governor engine.
1—10"x12" Erle City center crank throttling governor engine.
1—10"x16 Adam side crank throttling engine.
1—16"x20" H. S. & G. side crank throttling engine.
1—16"x22" Atlas side crank throttling engine.
1—16"x20" Valley Iron Works throttling engine.
2—18"x24" Atlas side crank throttling engine.
1—24"x48" Hardie Types heavy duty Corliss.
1—28"x48" Philadelphia Corliss engine.
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3—300 H. P. Helne water tube boilers.
2—350 H. P. Henry Vogt water tube boilers.
2—10"x14" Baldwin standard gauge dlnkey locomotives.
2—9"x14" Davenport 36" gauge saddle tank locomotives.
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1—9' Stearns complete band saw mill outfit.

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MACHINERY WANTED

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10,000 PAIR NEW ANGLE BARS AND

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Locomotives—All types, gauges and sizes.
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Electric Motors and Generators, all sizes and types.
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LOG RUN, 4/4-12/4", 50% 14 and 16', 4 mos. dry. ARK. MILL, Breece Mfg. Co., Portsmouth, Ohio.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. and lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

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COM. & BTR., 6/4, 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & 3, 4/4 & 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades, 4/4, 12/4, 16/4", reg. wdths. & lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

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FAS., white, 4/4-8/4", reg. wdths. & lgths., dry, firm texture; COM. & BTR., 10/4-16/4", reg. wdths. & lgths., dry, firm texture. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 1 C., white, 4/4, 5/4, 6/4, 8/4 & 10/4", 12/4", reg. wdths. & lgths., 4-6 mos. dry; NO. 2 C., white, 4/4, 5/4, 6/4 & 8/4", reg. wdths. & lgths., 4-6 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

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NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 6/4", 2 yrs. dry; NO. 1 C. & BTR., 4/4, 5/4 & 6/4", 2 yrs. dry. BLAKESLEE, PERLIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry, winter cut, full log run; NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., year dry, end dried white. EAST JORDAN LBR. CO., East Jordan, Mich.

SEL. & BTR., 6/4", 5" & wdr., av. lgth., 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4 & 5/4"; NO. 3, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 4/4", 5/4", reg. wdths. & lgths., 4 mos. dry; NO. 1 C., 4/4" reg. wdths. & lgths., 3 mos. dry; NO. 1 C., 5/4" reg. wdths. & lgths., 4 mos. dry; NO. 2 C., 4/4" reg. wdths. & lgths., 4

mos. dry. W. M. RITTER LBR. CO., Columbus, O.
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LOG RUN, 4/4, 6/4", 6 mos. dry. ANDES NICELY LUMBER CO., Knoxville, Tenn.
LOG RUN, 8/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
NO. 2 C. & BTR., 4/4, 6/4", reg. wdths. & lgths., 2 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.
NO. 2 C. & BTR., 4/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.
LOG RUN, 4/4, 5/4, 8/4 & 10/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
LOG RUN, 8/8", reg. wdths. & lgths., 3 mos. dry. W. M. RITTER LBR. CO., Columbus, O.
LOG RUN, 4/4-8/4", reg. wdths. & lgths., dry, Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.

BIRCH

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NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 7 mos. dry, full log run; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.
NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Inc., Grand Rapids, Mich.
NO. 2 & BTR., 4/4" good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR., 4/4-8/4", reg. wdth., std. lgths., 2 yrs., dry. YEAGER LUMBER CO., Buffalo, N. Y.

BUTTERNUT

NO. 2 & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

CEDAR

LOG RUN, 4/4", reg. wdths. & lgths., year dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

CHERRY

NO. 2 & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C., 4/4, 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

NO. 1 C. & SEL., 4/4 & 8/4", thoroughly dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.
NO. 1 C. & BTR., 5/4-16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 2 & SD. WORMY, both 4/4", reg. wdths. & lgths., 6 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.
SD. WORMY, 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
SD. WORMY, 4/4-8/4", av. wdth., 6 mos. dry; NO. 1 C., 4/4", av. lgth., 6 mos. dry. KIMBALL & KOPCKE CO., Knoxville, Tenn.
ALL grades 4/4, 8/4, reg. wdths., good lgths., 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
FAS., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 4 to 5 mos. dry. W. M. RITTER LBR. CO., Columbus, Ohio.
LOG RUN, 4/4", reg. wdths. & lgths., dry, Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.
SD. WORMY, 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

COTTONWOOD

BX. BDS., 4/4", 13" & up, 60%, 14 & 16', 4 mos. dry; FAS., NO. 1 C., NO. 2 C., all 4/4", reg. wdths., 60% 14 & 16', 4 mos. dry. ARK. MILL. Breece Mfg. Co., Portsmouth, O.
NO. 1 & BTR. & BX. BDS., both 4/4". CORNELIUS LBR. CO., St. Louis, Mo.
NO. 1 & 2 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
FAS., 4/4", 13" & wdr.; FAS., 4/4", 6"-12". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 2 & BTR., 4/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
FAS., 4/4", 13" & up, reg. lgths.; NO. 3 C., 4/4", 5/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

NO. 1 SHOP & BTR., NO. 1 & 2 C., both 4/4", reg. wdths., 60% 14 & 16', 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio. ARK. MILL.
SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
SHOP & BTR. GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
SHOP, 6/4, 8/4"; SEL., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 2 & BTR., 4/4, 5/4 & 6/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 1 C., 4/4" L. D. LEACH & CO., Fisher Bldg., Chicago, Ill.
TANK, 8/4", reg. wdths., good lgths., 6 mos. dry, ALL grades 4/4", reg. wdths., good lgths., 6 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
SEL., 4/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4", 6, 8 & 10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10 & 12", reg. lgths. WISCONSIN LUMBER CO., Chicago, Ill.
NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 4/4-12/4", 50%, 14 & 16', 4 mos. dry. ARK. MILL. THE BREECE MFG. CO., Portsmouth, Ohio.
NO. 1 C. & BTR., 4/4"-12/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 50% up FAS., 4/4, 8/4, 12/4, 16/4", reg. wdths. & lgths., 4 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.
LOG RUN, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN, 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
LOG RUN, 8/4, 10/4, 4/4; NO. 2 C., LOG RUN, 8/4. L. D. LEACH & CO., Fisher Bldg., Chicago, Ill.
COM. & BTR., 12/4", reg. wdths. & lgths., 3 mos. dry. OSGOOD-CORSON LBR. CO., Peoples Gas. Bldg., Chicago, Ill.
LOG RUN, 4/4-16/4", reg. wdths. & lgths., dry, Tenn. J. V. STIMSON & CO., Owensboro, Ky.
LOG RUN, NO. 2 C., both 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", 50%, 14 & 16', Ark. Mill. 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.
LOG RUN, 8/4". C. B. COLBORN, Memphis, Tenn.
LOG RUN, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 2 & BTR., 4/4, av. wdth. & lgth., 9 mos. dry; NO. 1 & BTR., 10/4", 6" & wdr., 8' & lgr., 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.
NO. 3, 4/4 & 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

GUM—PLAIN RED

NO. 1 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.
NO. 2 C. & BTR., 5/8-6/4". BELLGRADE LBR. CO., Memphis, Tenn.
FAS., NO. 1 C., both 5/4"; NO. 1 C., NO. 2 C., both 4/4"; NO. 1 & BTR., 6/4". CORNELIUS LBR. CO., St. Louis, Mo.
NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.
NO. 1 C. & SEL., 1/2", 5/8, 4/4". DARNELL-LOVE LBR. CO., Leland, Miss.
NO. 1 C., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.
NO. 2 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.
FAS. NO. 1 C., 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

FAS., NO. 1 C. & NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 5/4, 6/4". CORNELIUS LBR. CO., St. Louis, Mo.
NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.
NO. 1 C., 8/4". L. D. LEACH & CO., Chicago, Ill.
COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
COM. & BTR., s. n. d., 6/4", reg. wdths. & lgths., 6 mos. dry. OSGOOD-CORSON LBR. CO., Chicago, Ill.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS., qtd., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C. & BTR., pl., 4/4" reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 3 C. & BTR., pl., 5/8-8/4"; NO. 2 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 1 C. & SEL., pl., 1/2, 5/8, 4/4"; NO. 2 C., pl., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.
NO. 3 & BTR., 4/4, 6/4", good wdths. & lgths., 3 mos. dry; NO. 2 C. & BTR., 4/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
NO. 2 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry, Tenn. J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths.; NO. 1 C., NO. 2 C., both 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—MISCELLANEOUS

LOG RUN, 4/4", black. GEO. C. BROWN & CO., Memphis, Tenn.
NO. 2 C. & BTR., pl. & qtd., R. & SAP, 4/4, 5/4, 6/4, 8/4"; NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
FAS., fig., 4/4"; NO. 1 C., fig., 4/4". THEO. FATHAUER CO., Chicago, Ill.
COM. & BTR. tupelo, 4/4". L. D. LEACH & CO., Chicago, Ill.
BX. BDS. tupelo, 4/4", 13 to 17, & 9 to 12, 65%, 14-16', 6 mos. dry; COM. & BTR., 4/4" tupelo, reg. wdths., 65%, 14 and 16', 6 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

HACKBERRY

COM. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
LOG RUN, 4/4, 5/4, 8/4, 10/4", 50%, 14 & 16', 4 mos. dry, Ark. Mill. BREECE MFG. CO., Portsmouth, O.
LOG RUN, 6/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, 6/4". ANDES NICELY LBR. CO., Knoxville, Tenn.
PECAN cut to order. BELLGRADE LBR. CO., Memphis, Tenn.
LOG RUN Pecan, 8/4", 50%, 14 & 16', 4 mos. dry; LOG RUN, 4/4, 8/4", 50%, 14 & 16', 3 mos. dry; NO. 3, 8/4, 14 & 16', 4 mos. dry, Ark. Mill. BREECE MFG. CO., Portsmouth, Ohio.
LOG RUN pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.
NO. 1 & 2 C., 4/4-12/4, reg. wdths. & lgths., dry, Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.
NO. 2 & BTR., 8/4", good wdths. & lgths., 10 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

MAHOGANY

ANY thickness, all grades. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4, 6/4, reg. wdths. & lgths., 4 to 6 mos. dry, 90% hard. AMERICAN COLUMN & LUMBER CO., Columbus, O.
NO. 1 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS, 10/4", reg. wdths. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.
FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

HARDWOODS FOR SALE

HARD MAPLE

NO. 1 & BTR., 4/4", av. wdth. & lgth., 9 mos. dry; **NO. 1 & BTR.**, 10/4", 5" & wdr., 8" & lgr., 9 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2, 4/4, 5/4, 8/4"; **NO. 1 C. & BTR.**, 4/4, 5/4, 6/4, 8/4, 10/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 8/4", reg. wdths. & lgths., dry. Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & BTR., 8/4", 4" & wdr., avg. wdth. & lgth. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 8/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 8/4, 10/4". L. D. LEACH & CO., Chicago, Ill.

ALL grades, 4/4, 8/4", good wdth. & lgth., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

LOG RUN, 4/4", good wdths. & lgths.; **NO. 2 C.**, 4/4", good wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN RED

LOG RUN, 4/4", 6 mos. dry. ANDES-NICE-LY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4". BREECE MFG. CO., Portsmouth, O.

NO. 1 C., 4/4, 3/4"; **NO. 2 C.**, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS., 10/4, 12/4", year dry; **NO. 1 C.**, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS., **NO. 1 C.**, **NO. 2 C.**, all 4/4", av. wdth., 8 mos. dry. KIMBALL & KOPCKE CO., Knoxville, Tenn.

NO. 1 C., **NO. 2 C.**, both 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

COM. & BTR., 5/4", reg. wdths. & lgths., 5 mos. dry. OSGOOD-CORSON LBR. CO., Chicago, Ill.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 4 to 5 mos. dry; **NO. 1 C.**, 4/4, 5/4, 4" and up, reg. lgth., 4 to 5 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

FAS., 5/8 to 16/4", reg. wdths. & lgths., dry. Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.

NO. 3 C., 4/4", reg. wdths. & lgths.; **FAS.**, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS., 3/4 & 5/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 4/4, 5/4 & 6/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

FAS., **NO. 1 C.**, both 4/4". THEO. FATHAUER CO., Chicago, Ill.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS., 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 1 C.**, 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

LOG RUN, 4/4", 6 mos. dry. ANDES-NICE-LY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4". BREECE MFG. CO., Portsmouth, O.

THREE—HARDWOOD SMALL ADS **WICK** **NO. 1 C.**, **NO. 2 C.**, both 4/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

NO. 1 C., 3/4 & 4/4"; **NO. 3 C.**, 3/4"; **NO. 2 C.**, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS., 8/4, 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 3/8, 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdth. & lgth., 4 mos. dry, soft forked leaf. OSGOOD-CORSON LBR. CO., Chicago, Ill.

FAS., 4/4, 5/4, 6/4, 8/4", 6" & up, reg. lgths., 4 to 5 mos. dry; **NO. 1 C.**, 4/4, 5/4, 6/4, 4" & up, reg. lgth., 4 to 5 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

FAS., 1/2-16/4", reg. wdth. & lgth., dry. Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.

NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS., 4/4, reg. wdths. & lgths.; **NO. 1 C.**, 5/8, 4/4, 5/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

FAS., 4/4", reg. wdths. & lgths., thoroughly dry, soft texture. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C., **NO. 2 C.**, both 4/4", reg. wdths. & lgths., 4 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

FAS., **NO. 1 C. & NO. 2 C.**, all 4/4"; **NO. 1 C.**, 4/4 & 8/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

NO. 1 & BTR., 4/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 COM. & SEL., 5/4, 6/4", reg. wdths. & lgths., 2 mos. dry. OSGOOD-CORSON LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS., 5/8, 3/4, 4/4", reg. wdths. & lgths.; **NO. 1 C.**, 5/8", 3/4, 4/4, 5/4 & 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—MISCELLANEOUS

SWITCH TIES, 7x9, 10 to 16. ANDES NICE-LY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., qtd., R. & W., 4/4", reg. wdths. & lgths., 3 mos. dry; **NO. 1 C. & BTR.**, pl. R. & W., 3/4, 4/4", reg. wdths. & lgths., 3 mos. dry. BARR HOLADAY LBR. CO., Greenfield, O.

FAS., pl. W. & R., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

SD. WORMY, mixed, 4/4", 60%, 14 & 16", 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 3 C., Pl. 4/4", reg. wdths. & lgths., 4 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

SD. WORMY, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 2 C. & BTR., tie siding, 4/4", 8". C. B. COLBORN, Memphis, Tenn.

NO. 1 & BTR., **NO. 1 C.**, **NO. 2 C.**, **SD. WORMY**, all pl., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., pl. & qtd., R. & W., 4/4", 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., pl. & qtd., R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

SD. WORMY, mixed, 4/4", av. wdth., 8 mos. dry. KIMBALL & KOPCKE CO., Knoxville, Tenn.

NO. 3 & BTR., **SD. WORMY**, both 4/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades, 4/4 to 8/4", reg. wdths. & lgths., 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 COM., **NO. 2 C.**, both R. & W., 4/4". L. D. LEACH & CO., Chicago, Ill.

SD. WORMY, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

ALL grades, 4/4, 6/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

POPLAR

PANEL & NO. 1 C., 4/4 & 5/4", 18-23, 70% 14 & 16", thoroughly dry, soft yellow; **FAS.**, 4/4, 5/4 & 6/4", 6-17, 70% 14 & 16", thoroughly dry, soft yellow. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C., 4/4", 6 mos. dry. ANDES NICE-LY LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths., 7 mos. dry; **NO. 2 A.**, 4/4", reg. wdths. & lgths., 5 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

FAS., 5/8, 4/4", 6" & up; **FAS.**, snd., 5/8", 6" & up; **NO. 1 C.**, 5/8, 4/4", 3" & up; **NO. 2 A.**, C., **NO. 2 B.**, C., both 4/4". EDWARD L. DAVIS LBR. CO., Louisville, Ky.

SAPS, stained, 6/4, 8/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 C. & BTR., **NO. 2 A.**, both 4/4", av. wdth., 7 mos. dry. KIMBALL & KOPCKE CO., Knoxville, Tenn.

SAP & BTR., 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades, 4/4", & thicker, reg. wdths. & lgths., 6 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS., 4/4", 7" & up, reg. lgths., 4 to 5 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

SAPS & SEL., 4/4", reg. wdths. & lgths., dry. Ky. stock; **NO. 1 & 2 C.**, 4/4, 8/4", reg. wdths. & lgths., dry. Ky. stock. J. V. STIMSON & CO., Owensboro, Ky.

WALNUT

NO. 2 & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

MISCELLANEOUS

DIMENSION STOCK

OAK, 2x2-19", Clr., 1 1/2"x1 1/2"-19", 1 1/4"x2-36-40", 2x2-30"; **HICKORY**, **NO. 1** hewn axes, std. sizes; **OAK**, **NO. 1** reaches, 2x4-10. C. B. COLBORN, Memphis, Tenn.

FLOORING—MAPLE

CLR., **NO. 1** factory, all 1 1/2"x2 1/4", 1 1/2"x3 1/4", 1 1/2"x2, 1 1/2"x2 1/2". STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 1, 2 & 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

PANELS, 5/8", 18" & up, reg. lgths., **FAS.**, **NO. 1 C.**, both 4/4", 5/8", reg. wdths. & lgths.; **NO. 2 A. & B. C.**, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, qtd. & pl., both 4/4", 50% 14 & 16', 4 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, pl. 4/4". L. D. LEACH & CO., Chicago, Ill.

LOG RUN, qtd., 4/4", reg. widths. & lgths., dry, Tenn. stock. J. V. STIMSON & CO., Owensboro, Ky.

VENEER—FACE

ASH

1/8-1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; LOG RUN, 1/16", 6-36", 36-86"; LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/18" 6-36", 57-62"; LOG RUN, 1/20", 6-36", 38-96"; LOG RUN, 1/24", 6-36", 92"; LOG RUN, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

CHERRY

1/20-1/8". HOFFMAN BROS., CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. ASTORIA MAHOGANY COMPANY, INC., Chicago and New York City. ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/8-1/2"; PL., 1/8-1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 1/12", 6-36", 54 & 68"; LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 48-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

POPLAR

1/8-1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL LOG RUN, 1/16", 6-36", 74 & 86"; LOG RUN, 1/28", 6-36", 74"; LOG RUN, 1/32", 6-36", 74". CHICAGO MILL & LBR. CO., Chicago, Ill.

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HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

AEROPLANE grade, steamed, 4/4, 6-9 3/4" wide, std. lgth., 2 yrs. dry. A. J. HIGGINS LUMBER & EXPORT CO., New Orleans, La.

ANYTHING in walnut veneers, sliced, half round, rotary cut and butt walnut. PICKREL VENEER CO., New Albany, Ind.

WOOD MOSAIC CO., INC., Louisville, Ky.

CROSSBANDING AND BACKING
'BIRCH

1/48", 58-74", 13-28". CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

STD. YRG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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CONDENSED 5-YEAR RECORD

ORGANIZED 1915

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Losses paid 1915 to 1920	450,000.00
Number of members, 425	

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WHITE OAK
1" FAS, kiln dried..... 2 cars
MIXED RED & WHITE OAK
Log Run300,000'

HEMLOCK
1x4" No 3 S&S..... 5 cars

CLARENCE BOYLE

ESTABLISHED 1850

INCORPORATED

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALEERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN MISS.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....10 Cars
4/4" Log Run Soft Elm..... 5 Cars
Each 8/4" and 10/4" Soft Elm..... 3 Cars
Each 8/4" and 10/4" Soft Maple..... 2 Cars
4/4" No. 3 Common Gum10 Cars
4/4" No. 3 Common Oak10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.10 Cars

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B. 100,000'
4/4" Curly	8,000'	5/4" No. 1 Com. 40,000'
4/4" Unsel. Com. & Btr.		5/4" No. 2 Com. 100,000'
6" & wider.	60,000'	5/4" One face No. 2 C. 73,000'
5/4" Red	3,000'	5/4" No. 3 Com. 100,000'
5/4" Curly	3,000'	8/4" No. 3 Com. 36,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr. 100,000'
		10/4" Com. & Btr. 28,000'

THANE LUMBER COMPANY

Band Mill: Arkansas City, Ark.

Sales Office, Arkansas City, Ark.

5/4" No. 1 Com. 1 car	4/4" No. 2 Com. 10 cars	QTD. RED OAK
5/4" No. 2 Com. 1 car	8/4" Nos. 1&2 C. 2 cars	4/4" No. 2 C&B. 1 car
5/4" No. 3 Com. 1 car	ELM	PLAIN WHITE OAK
4/4" No. 2 C&B. 2 cars	12/4" & 14/4" No.	4/4" No. 1 Com. 5 cars
(10% FAS)	3 Com. 1 car	4/4" No. 2 Com. 5 cars
10/4" No. 2 C&B 1 car	4/4" Log Run.... 3 cars	4/4" No. 3 Com. 3 cars
(25% No. 2 Com.)	RED GUM	PLAIN RED OAK
12/4" No. 1 C&B 2 cars	4/4" FAS 1 car	4/4" No. 1 Com. 5 cars
COTTONWOOD	4/4" No. 1 Com. 15 cars	4/4" No. 2 Com. 5 cars
4/4" FAS, 6-12" 10 cars	4/4" No. 2 Com. 15 cars	4/4" No. 3 Com. 2 cars
4/4" FAS, 13" up 1 car	SAP GUM	SYCAMORE
4/4" No. 1 Com.	4/4" No. 1 Com. 5 cars	4/4" Log Run.... 5 cars
13" up.... 3 cars	4/4" No. 2 Com. 10 cars	(25% No. 2 Com.)
4/4" No. 2 Com. 5 cars	4/4" No. 3 Com. 10 cars	10/4" Log Run.... 5 cars
4/4" No. 3 Com. 5 cars	4/4" BB. 9-12" 1 car	(25% No. 2 Com.)
5/4" No. 1 Com. 1 car	QTD. RED GUM	12/4" Log Run.... 5 cars
CYPRESS	4/4" No. 1 Com. 10 cars	(25% No. 2 Com.)
4/4" Shop & Btr. 3 cars	8/4" No. 1 Com. 2 cars	WILLOW
8/4" Shop & Btr. 3 cars	6/4" L. R., Qtd.	4/4" No. 2 Com. 5 cars
4/4" No. 1 Com. 10 cars	SND. 5 cars	PECAN
		8/4" Log Run.... 2 cars
		(25% No. 2 Com.)

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELTON ST.
CHICAGO

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

Mason-Donaldson Lbr. Co.

RHINELANDER, WISCONSIN

HARDWOODS

Pine and Hemlock Lumber

CAREFUL ATTENTION AND PROMPT QUOTATIONS
MADE ON ALL INQUIRIES. Write us about your wants



LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. BROWN & SONS LUMBER CO.

Incorporated

General Office and Distributing Yard
LOUISVILLE, KENTUCKYFayette, Ala.
Guin, Ala.
Brasfield, Ark.EIGHT
BAND MILLSAllport, Ark.
Furth, Ark.
Macon, Ga.

HARDWOODS

OAK,
POPLAR, ASH, RED GUM,
SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

FOR SALE

We want to sell

58 Inch POPLAR

If you want to buy, write us

Edward L. Davis Lumber Co.

Fourth and K Streets

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS 1 car
 4-4 Saps & Selects..... 1 car
 4-4 No. 1 Com..... 2 cars
 4-4 No. 1 Com. 12 in. and up wide. 1 car
 5-4 No. 2 Com. A..... 5 cars
 5-4 No. 2 Com. B..... 7 cars
 8-4 No. 2 Com. B..... 15 cars

W. R. Willett Lumber Co.

LOUISVILLE, KENTUCKY

PLAIN W. OAK 4/4" No. 1 C. & Sel.. 5 cars
 PLAIN W. OAK 4/4" No. 2 Com..... 10 cars
 PLAIN W. OAK 4/4" No. 3 Com..... 15 cars
 PLAIN W. OAK 4/4" Sound Wormy. 6 cars
 POPLAR 4/4" No. 1 Com. & Sel..... 1 car
 POPLAR 4/4" No. 2 Common A..... 3 cars
 POPLAR 4/4" No. 2 B & No. 3 C..... 5 cars
 SAP GUM 6/4" 1st & 2nds..... 1 car
 SAP GUM 6/4" No. 1 Com..... 5 cars
 TUPELO 4/4" No. 1 Com..... 1 car
 Y. P. STRIPS 1x4" No. 2 C., S2S..... 5 cars
 Y. P. STRIPS 1x3" No. 2 C., S2S..... 6 cars
 Y. P. STRIPS 1x4" No. 3 C., S2S..... 5 cars
 Y. P. STRIPS 1x3" No. 3 C., S2S..... 5 cars

Our Oak is Kentucky variety. Genuine white and up
 to texture. Poplar is Kentucky yellow, up to variety.

R. R. MAY Hardwood Company

Northern and Southern

HARDWOODS

*Quality—Service—Quantity
Satisfaction*

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

WIRE OR WRITE FOR PRICES

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 35)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 41)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer
Ft. Wayne, Ind.

(*See page 57)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 55)

BRODHEAD-GARRETT COMPANY
Manufacturers of
HARDWOOD LUMBER
Dry Kiln and Planing Mill Facilities
Clay City Kentucky

B—

We Specialize in

QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

(*See page 10)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Bir. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 76)

J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 51)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—

We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 7)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—

Carr Lumber Company, Inc.
Manufacturers of Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 70)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio

Manufacturers Band-sawn West Virginia Oak, Maple, Chestnut and other Hardwoods.

(*See page 6)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.

THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 8)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 49)

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

(*See page —)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber

C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A, B & C—

Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 7)

QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page —)

Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 56)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

(*See page 76)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-9 75)

Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

(*See page 55)

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills 6 Planing Mills—11 Flooring Units

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, **TENNESSEE**

B & C— High Grade Lumber

Hyde Lumber Company

South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Carrier Lumber & Mfg. Co., Inc.

Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 50)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension.
For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

Specialties

Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.

{ MILLS }

Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

We Offer for Quick Shipment

All Regular Widths and Lengths

QUARTERSAWN HARD MAPLE

4/4" No. 1 Com. & Btr. 12,000'
5/4" No. 1 Com. & Btr. 3,000'
8/4" No. 1 Com. & Btr. 5,000'

END DRIED WHITE MAPLE

5/4" No. 1 Com. & Btr. 2,000'

SOFT MAPLE

6/4" No. 1 Com. & Btr. 30,000'

BIRCH

4/4" No. 2 Com. & Btr. 75,000'

BASSWOOD

4/4" No. 2 Com. & Btr. 200,000'
4/4" Key Stock..... 14,000'
5/4" Key Stock..... 4,000'

4/4" No. 2 Common..... 15,000'

SOFT ELM

4/4" No. 2 Com. & Btr. 100,000'

8/4" No. 2 Com. & Btr. 27,000'

16/4" No. 2 Com. & Btr. 15,000'

BEECH

6/4" No. 2 Com. & Btr. 50,000'

Our Planing Mill is fully equipped for first class work

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Often Repeated

Can't do busi-
ness with
lumbermen
without the

RED BOOK SERVICE

No service to compare on credit
ratings and collections

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO Est. 1876 NEW YORK

"Merchandise Sells Better When Kept in Sight"

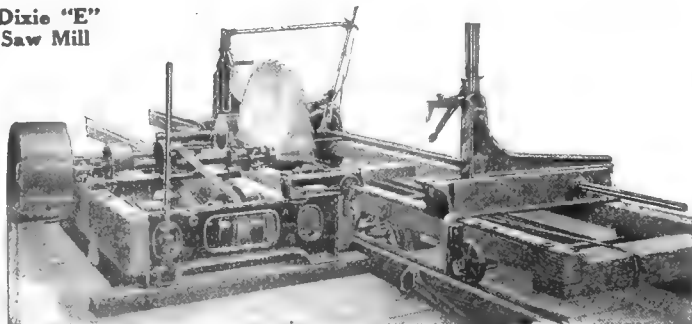
By the same token

Advertised Products Move Faster

You get full value when you advertise in the HARDWOOD RECORD. There is no waste circulation and every reader is a potential buyer. If you want quick action, use the Classified Department. A QUARTER OF A CENTURY has been devoted to building up the publicity value of our columns and the result is all that can be desired. ONE HUNDRED PERCENT efficiency.

Send in your copy TODAY—NOW

Dixie "E"
Saw Mill



Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich

WILLIAM HORNER

Reed City and Newberry, Mich.
Head Office, Reed City, Mich.

Manufacturer of

Smoothest Maple, Birch and Beech

FLOORING

ALL SIZES

COMMERCIAL
KILN DRYING
A SPECIALTY

Sole European Representatives: TICKLE BELL AND CO.
Royal Liver Bldg., Liverpool, Eng.

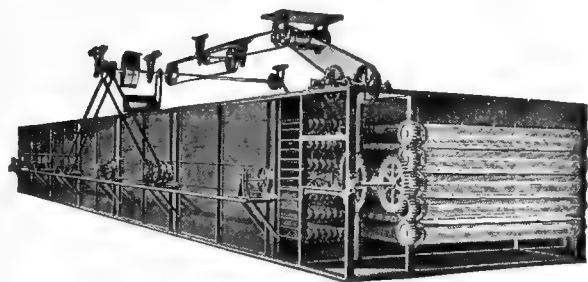
When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS



PROCTOR VENEER DRYER

Dries enormous amount of veneer perfectly flat and
pliable at minimum cost, without checks or splits.

Send for catalog and list of users.

PROCTOR AND SCHWARTZ, INC.
Formerly Phila. Textile Mach. Co.
PHILADELPHIA, PA.

Proctor
DRYERS

Cadillac GRAY ELM

1 car 10/4 Part Dry
3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell

(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

Michigan Hardwoods *Cadillac Quality*

NO. 3 COMMON

8/4 Rock Elm . . . 3 Cars

4/4 Soft Maple . . . 5 Cars

DRY STOCK

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

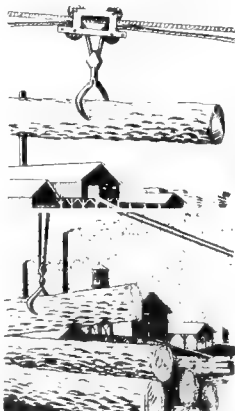
GODFREY HOISTS, HOOKS, AND CONVEYORS

For Handling Logs and Lumber

unloading cars; conveying lumber to
your piles; unloading from piles to
trucks or wagons at a great saving of
labor and time.

WRITE US

Godfrey Conveyor Co.
108 Thirteenth Street, ELKHART, INDIANA





Cars on the Siding Make Deliveries Certain

The country faces an unprecedented emergency. Co-operation is the sole motive power that will keep the wheels turning. Co-operation implies careful planning to help solve the other man's problems.

Our carefully completed stock of high-grade southern hardwood lumber, veneers and panels, has a double purpose. We must be prepared to make prompt shipments when business opens up in the spring, but the greatest emergency exists today. Ninety per cent of orders are for rush shipment, and with our full stock we can load immediately.

The location of our mills is insurance of plentiful cars. Cars on the siding and a full stock behind them make immediate delivery certain. Try us.

ANDERSON-TULLY CO.

MEMPHIS, TENNESSEE

OUR FOUR
MILLS PRODUCE
200,000 FEET
DAILY



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
 Huntingburg, Ind.

Stimson Veneer & Lumber Co.
 Memphis, Tenn.

J. V. Stimson Hardwood Co.
 Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Coal Grove, Ohio, U. S. A.



G.H. Evans Lumber Co.
Yellow Poplar Headquarters of the South
 CHATTANOOGA TENNESSEE

Anything from $\frac{3}{8}$ to 4 inches in thickness; and
 from 3 to 42 inches in width in

POPLAR

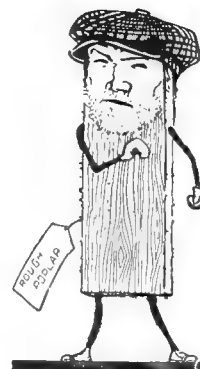
ALSO PLAIN AND QUARTERED, RED AND WHITE
 OAK, RED AND SAP GUM, TUPELO GUM, WHITE ASH

SERVICE

We believe in giving the buyer quick,
 efficient service.

That's what's helped us build a big business.
 You have to be satisfied before we are satisfied.

MILLMEN: Send Us Your Stock Lists for Quick Action



Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 10, 1920

Subscription \$2.
Vol. L, No. 4

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY OUR WATCH WORDS **SERVICE**

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALERS

LUMBER

PHILADELPHIA PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H. F. Below Lumber
Company
MARINETTE**

THE WISE BUYER
will consider the fact that
present prices are lower
than manufacturing cost!
There is food for thought
in this truth and it presents
a big opportunity for **YOU**
if you buy on the basis of
present market quotations.

We are specialists in our field of
activity, which means a high stand-
ard of Quality and Service. Our
reputation is founded on accom-
plishment.

Manufacturers of
**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

SALESMEN
H. C. Hitchcock, 649 Pingree Ave., Detroit, Mich.
Geo. A. Houghton, Goodman, Wis.

MARINETTE with both rail and water transportation, excellent labor conditions and a timber
supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

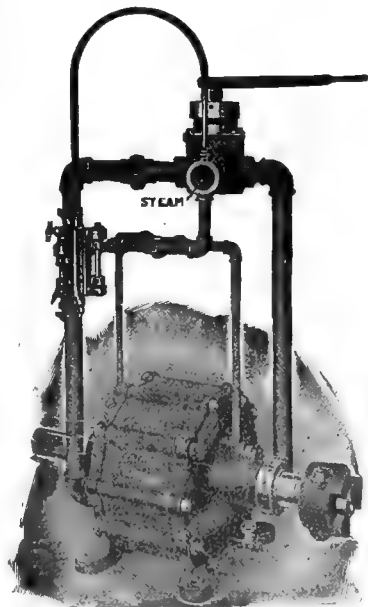
BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED *QUALITY*. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN *SERVICE* AND *QUALITY* BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY TO PLEASE
YOU

Double Band Mills
Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio



On the SAWYER

depends the getting out of lumber at least cost.

Give him a
**SOULE
STEAM-FEED**

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

TIGHTEN UP

A "tight" kiln will operate more economically and give you better drying results.

EBONOID—A steam and acid proof *paint*—will stop leakage of moisture and heat and lengthen the life of your building.

PLASTICO—A steam and acid proof *plaster*—retains sufficient elasticity in drying to "take up" shrinkage and expansion. For buildings "too far gone" to use Ebonoid.

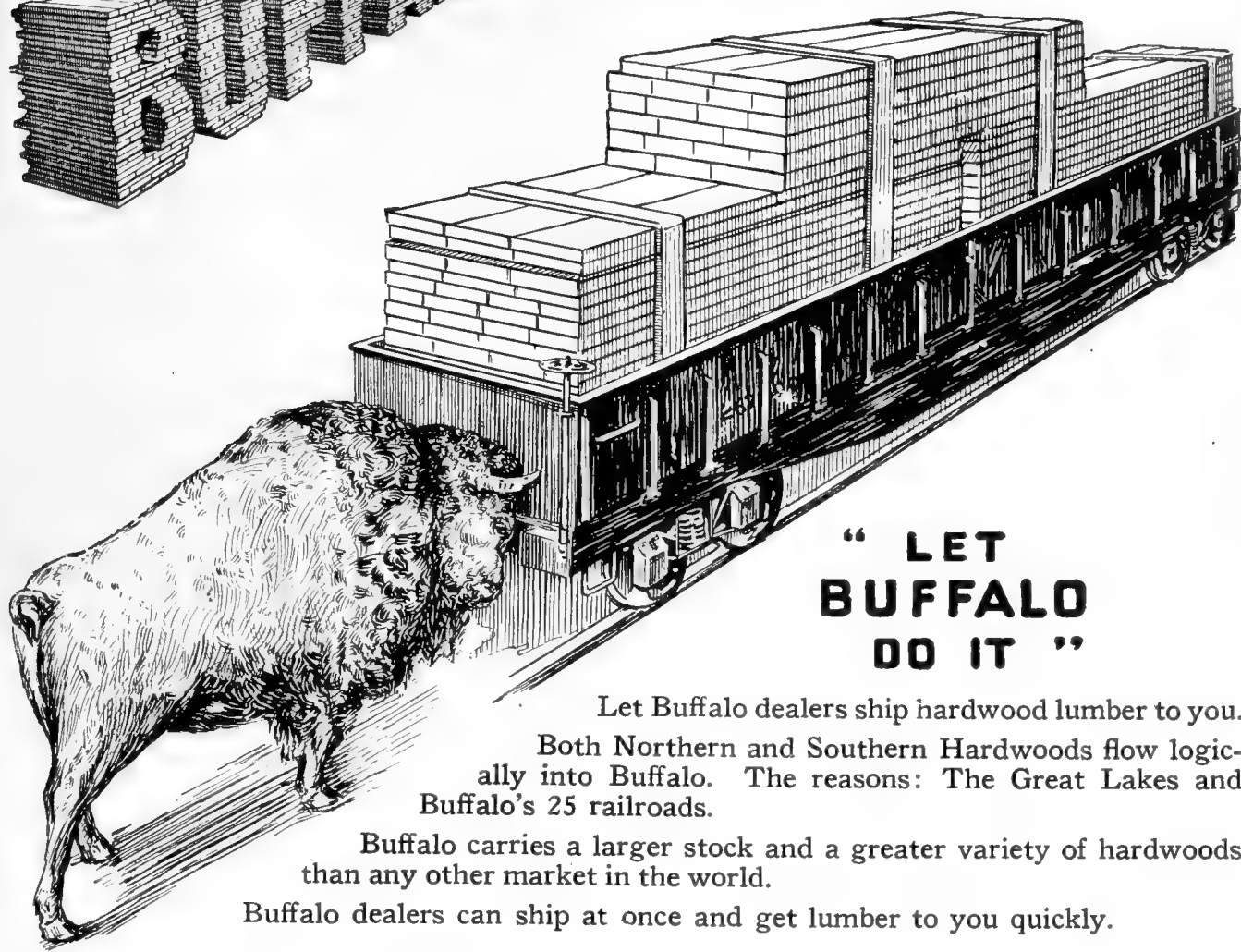
Protect your kiln buildings from moisture and acid—make them serve you longer and better. Further data, estimates, etc., on application.

GRAND RAPIDS VAPOR KILN

Grand Rapids, Michigan
WESTERN VAPOR KILN CO. SEATTLE, WASH.



FOR HARDWOODS



**" LET
BUFFALO
DO IT "**

Let Buffalo dealers ship hardwood lumber to you.

Both Northern and Southern Hardwoods flow logically into Buffalo. The reasons: The Great Lakes and Buffalo's 25 railroads.

Buffalo carries a larger stock and a greater variety of hardwoods than any other market in the world.

Buffalo dealers can ship at once and get lumber to you quickly.

T. SULLIVAN & COMPANY

HARDWOODS—Ash and Elm

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055. SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 21,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BROTHER, Inc.

Have large stock of fine dry **THICK OAK and MAPLE**
Also all other Hardwoods, White Pine, Etc.

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in **WHITE ASH, OAK and MAPLE**

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET



ARKANSAS HARDWOODS

The high standards in raw material and manufacturing equipment, which are responsible for the excellent nation-wide reputation of Bruce Oak Flooring, also prevail in the conduct of our hardwood operations.

BAND SAWN
RED and WHITE OAK
ASH · GUM

We can ship Oak Flooring, trim and moldings with hardwood lumber.

CORRESPONDENCE INVITED

THE E. L. BRUCE COMPANY

Manufacturers

LITTLE ROCK, ARKANSAS

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4...No. 2 & Bet. 6/4...No. 2 & Bet. 6/4...No. 3 Com.
SEND US YOUR INQUIRIES

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B.	100,000'
4/4" Curly	8,000'	5/4" No. 1 Com.	40,000'
4/4" Unsel. Com. & Btr.		5/4" No. 2 Com.	100,000'
5/4" 6" & wider.....	60,000'	5/4" One face No. 2 C.	73,000'
5/4" Red	3,000'	5/4" No. 3 Com.	100,000'
5/4" Curly	3,000'	8/4" No. 3 Com.	36,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr.	100,000'
10/4" Com. & Btr.	28,000'		

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

THANE LUMBER COMPANY

Band Mill: Arkansas City, Ark.

Sales Office, Arkansas City, Ark.

ASH	4/4" No. 2 Com. 10 cars	QTD. RED OAK
5/4" No. 1 Com. 1 car	8/4" Nos. 1&2 C. 2 cars	4/4" No. 2 C&B. 1 car
5/4" No. 2 Com. 1 car	ELM	PLAIN WHITE OAK
5/4" No. 3 Com. 1 car	12/4" & 14/4" No.	4/4" No. 1 Com. 5 cars
4/4" No. 2 C&B. 2 cars	3 Com. 1 car	4/4" No. 2 Com. 5 cars
(10% FAS)	4/4" Log Run.... 3 cars	4/4" No. 3 Com. 3 cars
10/4" No. 2 C&B 1 car	RED GUM	PLAIN RED OAK
(25% No. 2 Com.)	4/4" FAS	4/4" No. 1 Com. 5 cars
12/4" No. 1 C&B 2 cars	4/4" No. 1 Com. 15 cars	4/4" No. 2 Com. 5 cars
COTTONWOOD	4/4" No. 2 Com. 15 cars	4/4" No. 3 Com. 2 cars
4/4" FAS, 6-12" 10 cars	SAP GUM	SYCAMORE
4/4" FAS, 13" up 1 car	4/4" No. 1 Com. 5 cars	4/4" Log Run.... 5 cars
4/4" No. 1 Com.,	4/4" No. 2 Com. 10 cars	(25% No. 2 Com.)
13" up..... 3 cars	4/4" No. 3 Com. 10 cars	10/4" Log Run... 5 cars
4/4" No. 2 Com. 5 cars	4/4" BB., 9-12". 1 car	(25% No. 2 Com.)
4/4" No. 3 Com. 5 cars	QTD. RED GUM	12/4" Log Run... 5 cars
5/4" No. 1 Com. 1 car	4/4" No. 1 Com. 10 cars	(25% No. 2 Com.)
CYPRESS	8/4" No. 1 Com. 2 cars	WILLOW
4/4" Shop & Btr. 3 cars	6/4" L. R., Qtd.	4/4" No. 2 Com. 5 cars
8/4" Shop & Btr. 3 cars	SND. 5 cars	PECAN
4/4" No. 1 Com. 10 cars		8/4" Log Run.... 2 cars
		(25% No. 2 Com.)

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH		12/4" No. 1 Com. & Btr. 35,000'
1" Sel. & Btr.	15,000'	12/4" No. 1 Common. 15,000'
1" No. 1 Common.	56,000'	14/4" No. 2 Com. & Btr. 20,000'
1" No. 2 Common.	20,000'	16/4"x10" up Sel. & Btr. 18,000'
5/4" Sel. & Btr.	41,000'	16/4" Com. & Btr. 50,000'
5/4" No. 1 Common.	28,000'	16/4" No. 1 Common. 15,000'
5/4" No. 2 Common.	26,000'	8/4", 10/4", 16/4" No. 2 & 3 Common. 1 car
8/4" Sel. & Btr.	16,000'	4/4" to 16/4" Sd. W. 1 car
8/4" No. 1 Common.	25,000'	POPLAR
8/4" No. 2 Common.	22,000'	4/4" Log Run. 35,000'
8/4"x10" up Sel. & Btr. 15,000'		COTTONWOOD
8/4" Sel. & Btr.	18,000'	4/4" 1s & 2s. 14,000'
8/4" No. 1 Com. & Btr. 150,000'		4/4" No. 1 Common. 10,000'
8/4" No. 1 Common.	75,000'	GUM
10/4"x10" up Sel. & Btr. 12,000'		4/4" Log Run. 125,000'
10/4" Common & Better 32,000'		PLAIN OAK
10/4" No. 1 Common.	15,000'	4/4" No. 2 Com. & Btr. 15,000'
12/4"x10" up Sel. & Btr. 13,000'		

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH		4/4" No. 2 Common.	6,700'
10/4" No. 1 Common.	3,000'	5/4" No. 2 Common.	25,000'
5/4" No. 2 Common.	4,000'	6/4" No. 2 Common.	2,700'
8/4" No. 2 Common.	28,000'	QTD. GUM, SND.	
16/4" Com. & Btr.	13,900'	8/4" Com. & Btr.	55,000'
CYPRESS		PLAIN RED GUM	
4/4" Shop & Btr.	12,000'	4/4" 1s & 2s.	2,500'
5/4" Shop & Btr.	9,000'	4/4" No. 1 Common.	5,000'
6/4" Shop & Btr.	7,000'	5/4" No. 1 Common.	30,000'
8/4" Shop & Btr.	6,000'	8/4" No. 2 Common.	3,000'
ELM		QTD. RED GUM	
4/4" Log Run.	5,000'	4/4" 1s & 2s.	3,000'
5/4" Log Run.	6,000'	5/4" 1s & 2s.	4,000'
6/4" Log Run.	6,000'	8/4" Com. & Btr.	45,000'
10/4" Log Run.	1,000'	4/4" No. 1 Common.	3,500'
12/4" Log Run.	13,000'	5/4" No. 1 Common.	4,200'
SAP GUM		6/4" No. 1 Common.	1,000'
4/4" 1s & 2s.	65,000'	PLAIN RED OAK	
5/4" No. 1 Common.	60,000'	4/4" 1s & 2s.	18,000'
4/4" No. 1 Common.	6,500'	5/4" 1s & 2s.	6,000'
5/4" No. 1 Common.	6,700'	6/4" 1s & 2s.	4,000'
5/4" No. 1 Common.	25,100'	4/4" No. 1 Common.	36,000'
6/4" No. 1 Common.	2,700'	5/4" No. 1 Common.	20,000'

Welsh Lumber Company

Regular Widths and Lengths. Thoroughly Air Dry

SAP GUM		QUARTERED SAP GUM	
4 1/4" 1st & 2nd.....	100,000'	12 1/4" No. 1 Com. & Btr.	100,000'
4 1/4" No. 1 Common.....	100,000'		
PLAIN RED GUM		SAP GUM	
6 1/4" No. 1 Common.....	100,000'	4 1/4" No. 2 Common.....	100,000'
QUARTERED RED GUM			
6 1/4" No. 1 Com. & Btr..	50,000'		
PLAIN WHITE OAK		ELM	
5 8/8" No. 1 & No. 2 Com.	100,000'	12 1/4" Log Run.....	90,000'

Kellogg Lumber Company INCORPORATED

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/1" No. 1 Com. & Btr. 1 car	6/4" No. 1 Common.	2 cars
7/4" No. 1 Com. & Btr. 2 cars	8/4" No. 1 Common.	2 cars
6/4" No. 1 Com. & Btr. 2 cars	10/4" No. 1 Common.	1 car
8/4" No. 1 Com. & Btr. 4 cars	12/4" No. 1 Common.	1 car
10/4" No. 1 Com. & Btr. 3 cars	4/4" No. 2 Common.	2 cars
12/4" No. 1 Com. & Btr. 3 cars	5/4" No. 2 Common.	2 cars
16/4" No. 1 Com. & Btr. 1 car	6/4" No. 2 Common.	1 car
4/4" No. 1 Common.	8/4" No. 2 Common.	1 car
5/4" No. 1 Common.	4/4" No. 3 Common.	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths

SAP GUM		PLAIN WHITE OAK	
5/8" Log Run.....	56,000'	4/4" FAS	46,000'
4/4" FAS	32,000'	4/4" No. 1 Common.....	165,000'
4/4" No. 1 Common.....	81,000'	PLAIN RED OAK	
4/4" No. 2 Common.....	26,000'	4/4" FAS	85,000'
4/4" Box Bds., 13-17".....	25,000'	4/4" No. 1 Common.....	122,000'
4/4" Box Bds., 11-12".....	17,000'	QUARTERED RED OAK	
4/4" Box Bds., 9-10".....	18,000'	4/4" FAS	20,000'
PLAIN RED GUM		4/4" No. 1 Common.....	53,000'
4/4" FAS	9,000'	PLAIN RED & WHITE OAK	
4/4" No. 1 Common.....	46,000'	4/4" Sound Wormy.....	174,000'
QUARTERED RED GUM		QTD. RED & WHITE OAK	
4/4" FAS	7,000'	4/4" Sound Wormy.....	28,000'
4/4" No. 1 Common.....	23,000'	PLAIN RED & WHITE OAK	
QUARTERED WHITE OAK		8/4" No. 1 Common.....	21,000'
4/4" FAS	185,000'	8/4" No. 2 Common.....	4,000'
4/4" No. 1 Common.....	194,000'	QUARTERED WHITE OAK	
6/4" FAS	18,000'	8/4" No. 2 Com. & Btr. 5,000'	
6/4" No. 1 Common.....	15,000'		

Ferguson & Palmer Company

LUMBER

10/4" & 12/4" No. 2 C. & B. Ash, 80% 12'	2 cars
8/4" Log Run. Sugar.	1 car
7/4" No. 2 Com. & Btr. Plain Oak.	1 car
1/4" No. 2 Com. & Btr. Plain Oak.	2 cars
7/4" Log Run. Rock Elm.	50,000'
4/4" No. 2 Com. & Btr. Oak tie siding, 8'	50,000'
8/1" No. 1 Com. & Btr. Qtd. Sap Gum.	100,000'
7/1" Log Run. Soft Maple.	2 cars
10/4" & 12/4" Log Run. Beech.	1 car

FURNITURE DIMENSION

Clear Oak Squares, 13x13-19"	1 car
Clear Oak, 2x2 3/8" & 40"	5,000 pcs.
Clear Oak, 2x2-20" & 24"	4,000 pcs.
Clear Oak, 1 1/2x2 1/4 26" & 21"	10,000 pcs.
Clear Oak, 1 1/2x1 1/2-20", 24" & 30"	6,500 pcs.
Clear Oak, 1 1/2x2 3/8"	1 car
Clear Oak, 1 1/2x2 1/4-36"	1 car
Clear Oak, 2x2-30"	1 car
Clear Oak, 1 1/2x1 1/2 19"	1 car
Clear Oak, 1 1/2x1 1/2 & 1x2-24" & 30"	1 car
Clear Gum, 2x2 30"	1 car
Clear Oak, 2x2-18"	1 car

C. B. COLBORN Memphis, Tenn.

6 1/4" Com. & Btr.....	1 car	4 1/4" No. 2 Common.....	8 cars
12 1/4" Com. & Btr.....	1/2 car	4 1/4" No. 3 Common.....	8 cars
COTTONWOOD		6 1/4" Com. & Better.....	3 cars
4 1/4" Wide Box, 13-17".....	1 car	8 1/4" Com. & Better.....	15 cars
4 1/4" Narrow Box, 9-12".....	1 car	QTD. RED GUM, S. N. D.	
4 1/4" FAS, 13" & up.....	1 car	8 1/4" Com. & Better.....	15 cars
4 1/4" FAS, 6-12".....	5 cars	QTD. RED GUM	
4 1/4" No. 1 Common.....	10 cars	8 1/4" Com. & Better.....	7 cars
CYPRESS		PLAIN RED GUM	
4 1/4" Select.....	7 cars	5 1/4" Com. & Better.....	6 cars
4 1/4" No. 1 Shop.....	10 cars	6 1/4" Com. & Better.....	6 cars
4 1/4" No. 1 Common.....	15 cars	QTD. RED OAK	
4 1/4" No. 2 Common.....	15 cars	4 1/4" No. 1 Common.....	1 car
18" No. 1 Common.....	6 cars	QTD. WHITE OAK	
18" No. 2 Common.....	6 cars	4 1/4" No. 1 Common.....	10 cars
5 1/4" Shop & Better.....	5 cars	PLAIN RED OAK	
6 1/4" Shop.....	1 car	4 1/4" Com. & Better.....	25 cars
8 1/4" Shop.....	1 car	5 1/4" Com. & Better.....	10 cars
TUPELO		6 1/4" Com. & Better.....	3 cars
4 1/4" Com. & Btr.....	3 cars	PLAIN WHITE OAK	
SAP GUM		4 1/4" Com. & Better.....	20 cars
4 1/4" No. 1 Common.....	10 cars	SOFT MAPLE	
		4 1/4" to 12 1/4" Log Run.....	30 cars

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

MANUFACTURERS AND WHOLESALERS
Regular Widths and Lengths

ASH		4 1/4" No. 2 Com., 4 mo...75,000'
12/4" No. 1 C&B., 4 mo.30,000'		5/4" No. 2 Com., 4 mo...50,000'
10/4" No. 1 C&B., 4 mo.47,000'		
8/4" No. 1 C&B., 4 mo.13,000'		
4/4" No. 1 Com., 4 mo...35,000'		
4/4" No. 2 Com., 4 mo...25,000'		
4/4" No. 3 Com., 4 mo...40,000'		
COTTONWOOD		
4/4" B. B., 13-17", 4 mo.32,000'		
4/4" B. B., 8-12", 4 mo.15,000'		
4/4" FAS., 11" up, 4 mo.12,000'		
4/4" FAS., 6-12", 4 mo.38,000'		
4/4" No. 1 Com., 4 mo...75,000'		
5/4" No. 1 Com., 4 mo...50,000'		
SOFT ELM		
12/4" Log Run, 4 mo...42,000'		
10/4" Log Run, 4 mo...35,000'		
8/4" Log Run, 4 mo...27,000'		
5/4" Log Run, 4 mo...15,000'		
4/4" Log Run, 4 mo...30,000'		
PLAIN SAP GUM		
4/4" FAS., 4 mo...60,000'		
4/4" No. 1 Com., 4 mo...75,000'		
4/4" No. 2 Com., 4 mo...100,000'		
8/4" No. 1 Com., 4 mo...44,000'		
8/4" No. 1 Com., 4 mo...13,000'		

Johnson Bros. Hardwood Co.

(OUR NAME IS EASY TO REMEMBER)
1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		4/4" FAS. 14,000'
6/4" No. 1 Common, 19,000'		5/4" FAS. 10,000'
QUARTERED SAP GUM		h/4" FAS. 14,000'
8/4" No. 1 Common, 16,000'		4/4" No. 1 Common, 27,000'
PLAIN SAP GUM		5/4" No. 1 Common, 16,000'
4/4" No. 1 Common, 48,000'		6/4" No. 1 Common, 35,000'
5/4" No. 1 Common, 25,000'		8/4" No. 1 Common, 14,000'
PLAIN RED OAK		4/4" No. 2 Common, 33,000'
4/4" No. 1 Common, 33,000'		5/4" No. 2 Common, 11,000'
5/4" No. 1 Common, 14,000'		6/4" No. 2 Common, 8,000'
6/4" No. 1 Common, 21,000'		
8/4" No. 1 Common, 18,000'		POPLAR
10/4" No. 1 Common, 30,000'		4/4" No. 1 Common, 75,000'
4/4" No. 2 Common, 82,000'		6/4" No. 1 Common, 35,000'
5/4" No. 2 Common, 25,000'		4/4" No. 2 Common, 20,000'
6/4" No. 2 Common, 13,000'		5/4" No. 2 Common, 16,000'
8/4" No. 2 Common, 26,000'		6/4" No. 2 Common, 11,000'
4/4" Sound Wormy 42,000'		8/4" No. 2 Common, 52,000'

Goodlander-Robertson Lbr.Co.

List of Dry Stock Ready for Immediate Shipment
Prices F. O. B. Cars Your City
We also handle Cypress, 4/4" to 8/4" No. 1 Common & Better, Green Hickory & Pecan, Log Run, cut any thickness.

SAP GUM		5/4" No. 1 Common, 40,000'
4/4" 1s & 2s, 60,000'		5/4" No. 2 Common, 15,000'
4/4" 1s & 2s 13 & up, 35,000'		QTD. RED GUM, S.N.D.
4/4" No. 1 Common, 175,000'		4/4" No. 1 Com. & Btr., 86,000'
4/4" No. 1 C. 13 & up, 30,000'		5/4" No. 1 Com. & Btr., 70,000'
4/4" No. 2 Common, 115,000'		6/4" No. 1 Com. & Btr., 55,000'
5/4" 1s & 2s, 100,000'		8/4" No. 1 Com. & Btr., 225,000'
5/4" No. 1 Common, 225,000'		10/4" No. 1 C. & Btr., 35,000'
5/4" No. 2 Common, 50,000'		QUARTERED RED GUM
13/17" Box Boards, 75,000'		4/4" No. 1 Common, 100,000'
9/12" Box Boards, 55,000'		5/4" No. 1 Com. & Btr., 30,000'
PLAIN RED GUM		8/4" 1s & 2s, 45,000'
4/4" 1s & 2s, 43,000'		h/4" No. 1 Common, 60,000'
4/4" No. 1 Common, 135,000'		TUPELO
4/4" No. 2 Common, 66,000'		1/4" No. 1 Com. & Btr., 85,000'
5/4" 1s & 2s, 31,000'		4/4" No. 3 Common, 15,000'

Moyer-Shafer Hardwood Co.

PLAIN SAP GUM		4/4" No. 2 Common, 50,000'
4/4" No. 1 Common, 100,000'		4/4" No. 3 Common, 50,000'
4/4" No. 2 Common, 100,000'		
4/4" No. 3 Common, 100,000'		ELM
5/4" No. 1 Common, 50,000'		5/4" Log Run, 100,000'
5/4" No. 2 Common, 50,000'		6/4" Log Run, 30,000'
5/4" No. 3 Common, 50,000'		8/4" Log Run, 100,000'
6/4" No. 1 Common, 50,000'		10/4" Log Run, 25,000'
6/4" No. 2 Common, 50,000'		
6/4" No. 3 Common, 50,000'		MAPLE
PLAIN RED GUM		4/4" Log Run, 13,000'
4/4" No. 1 Common, 50,000'		8/4" Log Run, 13,000'
4/4" No. 2 Common, 50,000'		10/4" Log Run, 25,000'
5/4" No. 1 Common, 50,000'		
5/4" No. 2 Common, 25,000'		ASH
6/4" No. 2 Common, 50,000'		5/4" Log Run, 50,000'
4/4" No. 1 Common, 50,000'		8/4" Log Run, 150,000'
PLAIN OAK		10/4" Log Run, 50,000'
4/4" No. 1 Common, 50,000'		12/4" Log Run, 50,000'
		16/4" Log Run, 15,000'

Geo. C. Brown & Co.

ASH

10/4" Com. & Btr., 100,000'	5/4" No. 1 Common, 30,000'
12/4" Com. & Btr., 40,000'	6/4" No. 1 Common, 100,000'
5/4" No. 1 Common, 75,000'	
6/4" No. 1 Common, 35,000'	

QUARTERED WHITE OAK

4/4" 1sts & 2ds, 30,000'	4/4" 1sts & 2ds, 4,000'
5/4" 1sts & 2ds, 60,000'	5/4" 1sts & 2ds, 50,000'
6/4" 1sts & 2ds, 20,000'	6/4" 1sts & 2ds, 10,000'
4/4" No. 1 Common, 100,000'	4/4" No. 1 Common, 75,000'
5/4" No. 1 Common, 100,000'	5/4" No. 1 Common, 75,000'
6/4" No. 1 Common, 150,000'	6/4" No. 1 Common, 20,000'
8/4" No. 1 Common, 75,000'	

PLAIN WHITE OAK

4/4" 1sts & 2ds, 15,000'	4/4" 1sts & 2ds, 75,000'
5/4" 1sts & 2ds, 8,000'	5/4" 1sts & 2ds, 40,000'
6/4" 1sts & 2ds, 25,000'	6/4" 1sts & 2ds, 40,000'
4/4" No. 1 Common, 200,000'	4/4" No. 1 Common, 200,000'
	5/4" No. 1 Common, 200,000'
	6/4" No. 1 Common, 100,000'
	4/4" No. 3 Common, 200,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

OUR SPECIALTY

KILN DRIED

Southern Hardwoods

Ash—Elm—Maple

For Quick Shipment

Tustin Hardwood Lumber Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

CYPRESS		PECAN	
7/4" Com & Btr	119,000'	8/4" Log Run	11,000'
6/4" Com & Btr	172,000'		
SYCAMORE		HICKORY	
10/4" Log Run	181,000'	6/4" Log Run	34,000'
6/4" Com & Btr	50,000'	4/4" No 2 & 3 Com	10,000'
ASH		POPLAR	
12/1" Com & Btr	122,000'	8/4" FAS S.N.D.	20,000'
10/4" Com & Btr	127,000'	8/4" No 1 Common	38,000'
8/4" Com & Btr	123,000'	4/4" No 1 Common	84,000'
6/4" No 2 Common	17,000'	1/4" No 2 Common	108,000'
7/8" No 2 Com & Btr	36,000'		
4/4" No 1 Common	27,000'	PLAIN OAK	
1/4" No 2 Common	96,000'	4/4" No 1 Common	207,000'
1/4" No 2 Common	36,000'	1/4" No 2 Common	113,000'
		QUARTERED WHITE OAK	
		1/4" No 1 Common	100,000'

Memphis Band Mill Co.

SAP GUM		PLAIN RED OAK	
4/4" 1s & 2s	3 cars	4/4" 1s & 2s	1 car
4/4" 1s & 2s, 13" & up	3 cars	4/4" No 1 Common	2 cars
4/4" No 1 Common	5 cars	6/4" No 1 Common	1 car
4/4" No 2 Common	10 cars	8/4" 1s & 2s	4 cars
5/4" 1s & 2s	1 car	8/4" No 1 Common	5 cars
5/4" No 1 Common	2 cars	PLAIN RED OAK	
5/4" No 2 Common	7 cars	4/4" 1s & 2s	1 car
QTD RED GUM S. N. D.		4/4" No 1 Common	2 cars
3/4" No 1 Com. & Btr	1 car	4/4" No 2 Common	10 cars
4/4" No 1 Com. & Btr	1 car	1/4" No 3 Common	8 cars
5/4" No 1 Com. & Btr.	4 cars	3/4" No 1 Common	1 car
6/4" No 1 Com. & Btr.	6 cars	5/4" No 2 Common	2 cars
8/4" No 1 Com. & Btr.	4 cars	PLAIN WHITE OAK	
PLAIN RED GUM		4/4" 1s & 2s	1 car
4/4" 1s & 2s	1 car	1/4" No 1 Common	5 cars
4/4" No 1 Common	5 cars	1/4" No 2 Common	1 car
4/4" No 2 Common	1 car	QTD WHITE OAK	
QTD RED GUM		4/4" 1s & 2s	2 cars
4/4" No 1 Common	1 car	1/4" No 1 Common	5 cars
		1/4" No 2 Common	2 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM		PLAIN RED GUM	
4/4" Log Run	2 cars	4/4" 1s & 2s	4 cars
8/4" Log Run	3 cars	6/4" 1s & 2s	3 cars
10/4" Log Run	2 cars	4/4" No 1 Common	7 cars
		6/4" No 1 Common	3 cars
		5/4" Com. & Btr.	1 car
SAP GUM		PLAIN RED OAK	
4/4" 1s & 2s	5 cars	4/4" 1s & 2s	5 cars
6/4" 1s & 2s	2 cars	5/4" 1s & 2s	1 car
4/4" No 1 Common	9 cars	4/4" No 1 Common	6 cars
6/4" No 1 Common	5 cars	5/4" No 1 Common	2 cars
4/4" No 2 Common	4 cars	4/4" No 2 Common	3 cars

Dacus-Richards Hardwood Co.

ASH		TUPELO GUM	
10/4" Log Run	12,000'	4/4" Log Run	19,000'
12/4" Log Run	4,000'		
16/4" Log Run	7,000'	QUARTERED WHITE OAK	
4/4" No 2 Common	13,000'	4/4" FAS	25,000'
10/4" No 2 Common	6,000'	1/2" No 1 Common	28,000'
4/4" No 3 Common	24,000'	3/4" No 1 Common	48,000'
BASSWOOD		4/4" No 1 Common	372,000'
4/4" Log Run	70,000'	4/4" No 2 Common	104,000'
12/4" Log Run	49,000'	4/4" Strips, 2 1/2-5 1/2"	45,000'
QUARTERED RED GUM		QUARTERED RED OAK	
4/4" FAS	22,000'	4/4" FAS	15,000'
4/4" No 1 Common	65,000'	4/4" No 1 Common	160,000'
QTD RED GUM S. N. D.		4/4" No 2 Common	153,000'
8/4" No 1 Com. & Btr.	62,000'		
8/4" No 1 Common	43,000'		

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK		PLAIN BLACK GUM	
5/8" No 1 Common	2 cars	3/4" No 1 Com. & Btr	5,000'
4/4" 1s & 2s	7 cars	4/4" No 1 Com. & Btr	2 cars
4/4" No 1 Common	7 cars	QUARTERED RED OAK	
6/4" No 1 Common	3,000'	8/4" No 2 Com. & Btr.	6,000'
4/4" Common Strips	2 cars	PLAIN SAP GUM	
8/4" No 1 Com. & Btr	5,000'	5/8" No 1 Com. & Btr.	3 cars
4/4" No 2 Common	2 cars	5/8" No 2 Common	2 cars
8/4" No 2 Common	1 car	1/4" 1s & 2s	1 car
PLAIN RED OAK		4/4" No 2 Common	1 car
3/4" 1s & 2s	1 car	6/4"-8/4" Dog Boards	2 cars
3/4" No 1 Common	2 cars	QUARTERED RED GUM S. N. D.	
3/4" No 2 Common	1 car	4/4" No 1 Com. & Btr.	3 cars
1/4" No 1 Common	1 car	5/4" No 1 Com. & Btr.	3 cars
1/4" No 2 Common	2 cars	6/4" No 1 Com. & Btr	5 cars
PLAIN WHITE OAK		8/4" No 1 Com. & Btr	5 cars
4/4" No 1 Common	4 cars	PLAIN RED GUM	
4/4" No 2 Common	2 cars	4/4" No 1 Com. & Btr.	3 cars
MIXED OAK		QUARTERED RED GUM	
3/4" No 1 Common	1 car	6/4" No 1 Com. & Btr.	2 cars
4/4" No 3 Common	1 car	8/4" No 1 Com. & Btr	2 cars
4/4" Sound Wormy	2 cars	CYPRESS	
		4/4" No 1 Shop	2 cars
		ELM	
		5/4" Log Run	1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		SOFT MAPLE	
4/4" Com. & Btr.	6 mo. 1 car	6/4" Log Run	6 mo. 1 car
RED GUM		RED OAK	
5/8" Com. & Btr.	6 mo. 1 car	4/4" 1s & 2s	6 mo. 4 cars
4/4" 1s & 2s	6 mo. 1 car	4/4" No 1 Com.	6 mo. 5 cars
4/4" No 1 Com.	6 mo. 5 cars	3/4" Com. & Btr.	4 mo. 1 car
SAP GUM		WHITE OAK	
5/8" 1s & 2s	4 mo. 4 cars	4/4" 1s & 2s	6 mo. 2 cars
5/8" No 1 Com.	4 mo. 2 cars	4/4" No 1 Com.	6 mo. 5 cars
4/4" 1s & 2s	4 mo. 1 car		
4/4" No 1 Com.	4 mo. 2 cars	QTD WHITE OAK	
QTD RED GUM		4/4" Com. & Btr.	6 mo. 1 car
8/4" 1s & 2s	6 mo. 1 car		

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4 1/2" F&S	6 mos. dry	87,000'
4 3/4" No. 1 Common & Selects	6 mos. dry	161,000'
5 1/4" F&S	5 mos. dry	38,000'
5 3/4" No. 1 Common & Selects	5 mos. dry	83,000'
6 1/4" F&S	6 mos. dry	48,000'
6 3/4" No. 1 Common & Selects	6 mos. dry	94,000'
8 1/4" F&S	7 mos. dry	63,000'
8 3/4" No. 1 Common & Selects	7 mos. dry	137,000'
10 1/4" F&S	6 mos. dry	33,000'
10 3/4" No. 1 Common & Selects	6 mos. dry	81,000'
12 1/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4 1/2" 8/4 & 10 1/4" L. R.	50,000'
COTTONWOOD	
4 1/4" Nos. 1 & 2 Com.	75,000'
ELM	
4 1/4" Log Run	14,000'
8 1/4" Log Run	45,000'
10 1/4" Log Run	30,000'
SAP GUM	
4 1/4" 1s & 2s	95,000'
4 1/4" No. 1 Common	180,000'
4 1/4" No. 2 Common	150,000'
8 1/4" No. 2 Common	30,000'
RED GUM	
4 1/4" No. 1 Common	20,000'
5 1/4" No. 1 Common	10,000'
QUARTERED RED GUM	
4 1/4" No. 1 Common	18,000'
5 1/4" No. 1 Common	17,000'
8 1/4" No. 1 Common	12,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	
4 1/4" No. 1 Com. & 1s & 2s	
Band sawed	
SAP GUM	
4 1/4" F&S	Band sawed
4 1/4" No. 1 Com.	Band sawed
QTD. RED GUM, S. & D.	
8 1/4" No. 1 Com. & 1s & 2s	
Circular sawed	
PLAIN RED GUM	
4 1/4" No. 1 Com. & 1s & 2s	
Circular sawed	
SAP GUM	
4 1/4" F&S	Circular sawed
4 1/4" No. 1 Com.	Circular sawed
4 1/4" No. 2 Com.	Circular sawed

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	
1 1/2" 1s & 2s	25,000'
1 1/2" No. 1 Common	80,000'
1 1/2" No. 2 Common	30,000'
PLAIN OAK	
1 1/2" No. 1 Com. (white)	30,000'
1 1/2" No. 2 Com. (tr. 1)	30,000'
1 1/2" 1s & 2s (red)	30,000'
4 1/4" No. 1 Com. (red)	90,000'
QUARTERED RED GUM	
5 1/4" No. 1 Common	100,000'
6 1/4" 1s & 2s	30,000'
6 1/4" No. 1 Common	30,000'
8 1/4" No. 1 Common	30,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	
5 1/8" No. 1 Com. & Btr.	100,000'
3 1/4" No. 1 Com. & Btr.	100,000'
3 1/4" No. 2	50,000'
4 1/4" No. 1 Com. & Btr.	200,000'
4 1/4" No. 1 Common, 12" & wider	50,000'
1 1/2" No. 2	150,000'
5 1/4" No. 1 Com. & Btr.	50,000'
5 1/4" No. 2	75,000'
PLAIN RED GUM	
1 1/2" No. 1 Com. & Btr.	25,000'
3 1/4" No. 1 Com. & Btr.	60,000'
4 1/4" F&S	75,000'
4 1/4" No. 1 Common	200,000'
4 1/4" No. 2 Common	150,000'
8 1/4" No. 1	20,000'
BLACK GUM	
4 1/4" No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM	
4 1/4" No. 1 Com. & Btr.	250,000'
4 1/4" No. 2	25,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK	
4 1/4" 1s & 2s	30,000'
4 1/4" No. 1 Common	45,000'
4 1/4" No. 2 Common	25,000'
6 1/4" No. 1 Com. & Btr.	5,000'
8 1/4" No. 1 Com. & Btr.	7,000'
QUARTERED RED OAK	
1 1/2" 1s & 2s	8,000'
1 1/2" No. 1 Common	20,000'
PLAIN WHITE OAK	
3 1/4" 1s & 2s	20,000'
3 1/4" No. 1 Common	20,000'
4 1/4" No. 2 Common	20,000'
PLAIN RED & WHITE OAK	
4 1/4" No. 3 Common	60,000'
4 1/4" Sound Wormy	15,000'
PLAIN RED OAK	
4 1/4" No. 1 Common	50,000'
4 1/4" No. 2 Common	40,000'
5 1/8" No. 1 Com. & Btr.	17,000'
3 1/4" 1s & 2s	30,000'
3 1/4" No. 1 Common	30,000'
QUARTERED RED GUM	
6 1/4" No. 1 Com. & Btr.	30,000'
8 1/4" No. 1 Com. & Btr.	40,000'
QUARTERED SAP GUM	
1 1/2" No. 1 Com. & Btr.	15,000'
6 1/4" No. 1 Com. & Btr.	140,000'
8 1/4" No. 1 Com. & Btr.	40,000'
10 1/4" No. 1 Com. & Btr.	30,000'
6 1/4" to 8 1/4" Dog Bds.	15,000'
PLAIN SAP GUM	
3 1/4" No. 2 Common	5,000'
4 1/4" 1s & 2s	30,000'
4 1/4" No. 1 Common	200,000'
4 1/4" No. 2 Common	60,000'
5 1/4" 1s & 2s	100,000'
5 1/4" No. 1 Common	80,000'
COTTONWOOD	
4 1/4" Wide Box Bds.	30,000'
1 1/4" Narrow Box Bds.	12,000'
4 1/4" 1s & 2s	30,000'
4 1/4" No. 1 Common	800,000'
4 1/4" No. 2 Common	200,000'

Mark H. Brown Lumber Co.

ASH

1" to 5" No. 2 Com. & Btr. 2,000,000'

COTTONWOOD

4 1/4" Log Run	125,000'
4 1/4" Log Run Cypress	35,000'
4 1/4" & 5 1/4" Log Run Gum	150,000'
4 1/4" Log Run Plain Oak	50,000'
4 1/4" No. 1 & 2 Com. & Btr. Wormy	25,000'
8 1/4" 1 1/2" Log Run Soft Elm	50,000'

Dudley Lumber Company

HARDWOODS

MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

5/8" No. 1 Com. & Sel. Qtd. Wh. Oak	250,000'
5/8" No. 1 Com. & Sel. Pl. Wh. Oak	100,000'
1/2" No. 1 Com. & Sel. Pl. Red Oak	100,000'
5/8" No. 1 Com. & Sel. Pl. Red Oak	250,000'
3/4" No. 1 Com. & Sel. Pl. Red Oak	300,000'
5/8" No. 3 Common Plain Oak	400,000'
10/4" Log Run Elm	150,000'

SOUTHERN
HARDWOOD LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER Co.

MANUFACTURERS OF
High Grade Southern Hardwoods

SALES OFFICE BAND MILL
GREENFIELD, O. LOUISE, MISS.

Partial List of Dry Stock

QUARTERED WHITE OAK	12/4" Bridge Plk..... 1 car
4/4" Fas 1 car	4/4" Sound Wormy.. 5 cars
4/4" No. 1 Com..... 1 car	HICKORY
QUARTERED RED OAK	3/4" Log Run 3 cars
4/4" Fas 2 cars	10/4" Log Run 1 car
4/4" No. 1 Com..... 2 cars	QUARTERED RED GUM
PLAIN WHITE OAK	5/4" Fas 1 car
4/4" Fas 1 car	5/4" No. 1 Com..... 2 cars
4/4" No. 1 Com..... 3 cars	4/4" No. 2 Com..... 2 cars
10/4" No. 1 C & B..... 1 car	5/4" No. 2 Com..... 1 car
PLAIN RED OAK	PLAIN SAP GUM
5/8" Fas 1/2 car	5/4" Fas 1 car
3/4" Fas 1 car	5/4" No. 2 Com..... 1 car
4/4" Fas 2 cars	4/4" No. 1 Com..... 3 cars
1/2" No. 1 Com..... 2 cars	ELM
4/4" No. 1 Com..... 1/2 car	6/4" Log Run 2 cars
5/4" No. 2 Com..... 1 car	12/4" Log Run 2 cars
10/4" No. 1 C & B... 2 cars	6/4" No. 2 Com..... 1 car

If you knew

What our Bulletin Service was doing for your competitor in

the lumber business

you'd not only want the service yourself, but you'd have it. Let us tell you about it.

Hardwood Record
Chicago

THE LARGEST
HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
LUMBER CO.**

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON,

MISS.

SUPPLY YOUR NEEDS

ASH • HICKORY • TUPELO • CYPRESS

WANTED TO SELL QUICK!

POPLAR

4/4 No. 2 C. S2S...13/16"
200M feet

GUM

4/4 No. 2 C. S2S...13/16"
100M feet

Or Can Resaw

IF INTERESTED, WRITE US

BALDWIN LUMBER CO.

LAUREL, MISSISSIPPI

TALLAHATCHIE LUMBER CO.

Manufacturers

BAND SAWED
HARDWOODS

155 Madison Ave., Memphis, Tenn.

"The Different Kind"

Our system of treatment and handling prevents stain and warp and produces Gum lumber that is *Bright, Straight* and *Flat*.

None genuine without the brand



THE KRAETZER-CURED
LUMBER CO.

Greenwood, Miss.

MICHIGAN BEECH

The Lower Peninsula variety excels any other locality in the soft, even texture and straight grained quality of this product. Our complete assortment offers exceptional opportunities.

5/8 No. 2 Common & Better.....	170M
4/4 Selects & Better.....	125M
4/4 No. 1 Common.....	100M
4/4 No. 2 Common.....	80M
5/4 No. 1 Common & Better.....	175M
5/4 Selects & No. 1 Common.....	25M
5/4 No. 2 Common & Better.....	200M
5/4 No. 2 Common.....	50M
6/4 No. 1 Common & Better.....	150M
6/4 Selects & No. 1 Common.....	30M
6/4 No. 1 & 2 Common.....	52M
6/4 No. 2 Common & Better.....	250M
6/4 No. 2 Common.....	75M

Can Furnish Any Assortment Required.

Kiln Dried Stock our specialty

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

Cadillac GRAY ELM

1 car 10/4 Part Dry

3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell
(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

P. J. Lawrence Lumber Company

SALES OFFICE:

Syndicate Trust Building
SAINT LOUIS, MO.

*Southern Hardwoods,
St. Francis Basin Red Gum,
Soft Arkansas Oak,
S. E. Missouri Soft Maple*

Satisfied customers have caused us to enlarge our operations. Our greatly increased timber holdings and modern logging facilities will enable us to furnish even a more complete and satisfactory service, while our experienced organization will continue to handle your business in the same prompt and efficient manner as in the past.

We are in position to quote on any factory or yard stock you may require in Southern Hardwoods.

MILLS:

Sparkman, Arkansas; Fisk, Missouri;
Armored, Arkansas



Hardwood Record

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H. F. Ake, Secretary-Treasurer

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537 So. Dearborn St., CHICAGO
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Vol. L

CHICAGO, DECEMBER 10, 1920

No. 4

Review and Outlook

General Market Conditions

INDICATIONS ARE THAT THE GREAT COMEDY of deflation, which is being played out upon the stage of the world is nearing its climax and that we may soon arrive at the period of the happy ending. Some may think, now that we are embroiled still in the painful development of the plot that this play is a tragedy, rather than a comedy, but we use the word, comedy, because comedy is that production whose denouement is pleasing rather than sorrowful; and certainly the final outcome of deflation will be a permanent happy prosperity.

Business and industry expanded until it became top-heavy and threatened to pull down the whole economic structure of the country, in fact, the world, if the swelling process were not arrested. It is a subject for universal congratulation that the descent to a normal basis is being accomplished without a genuine crash.

But the economic bases of the country are still sound and liquidation has been largely accomplished. Credit is revealing easier tendencies and the bankers promise a real improvement soon after the turn of the year. President Wilson called attention, in his message to the second session of the 66th Congress, that the Government treasury has been progressively withdrawing "from the domestic credit market and from a position of dominant influence in that market" for a year. In other words, the Government is daily competing less and less with private enterprise for the funds available for the conduct of commerce and industry, giving these latter larger opportunities for financing their projects. If the Government maintains that policy of economy which the President urged in his message, and to which the Republican Administration is pledged, more funds will continue to become available for private business, as time goes on.

There is every reason to believe, also, that the excess profits tax, which has been glutting itself upon the capital of the country, will be repealed soon after the new Congress convenes March 4, giving further elbow room for the healthy functioning of business.

Then there is much happy promise in the proposed foreign financing corporation, which if organized according to tentative plans will make possible the extension (under the Edge Law) of \$1,000,000,000 in credits for our export trade. As the preservation of large and healthful foreign markets is necessary to the continued prosperity of our industry, and the danger of over-production and unemployment are lessened thereby this huge financing project is an augury of improvement in general conditions.

There is no gainsaying that there is a vast unfilled potential demand for commodities, especially the basic commodities, such as lumber, which needs only confidence and stability to draw it into the markets. Therefore, these evidences of the approach toward confidence and stability are potent with encouragement.

All this examination of broad general economies leads naturally to the particular field of hardwood lumber, which is one of the characters in the drama of deflation above referred to. Already there are unmistakable evidences of a stirring toward reaction in the hardwood market. There is the large export order, cited in the last previous General Market Conditions; and in addition, some far-sighted consumers, who have been drawing conclusions from the steady and enormous decrease in hardwood production, have begun to buy to cover their needs. They sense the danger of a lumber famine, should there be a sudden rush of consumers into the market in the spring, and they do not desire to take a chance of suffering unnecessarily from this probability. They believe that this is a favorable time to buy, because of the indications that hardwood prices are near production costs, below which they can not go in any general movement. Their opinion is that the present posture of the market is a bargain one.

Reports are that over eighty per cent of the mills in the South are closed down and this percentage is being further augmented every day. Many mills in the Northern territory have closed or have substantially cut their operating hours. In the South many logging operations have been abandoned for the winter. It is very obvious that all of this means that the replacement of stocks now moving is practically nil, and that even should conditions warrant a resumption of operations, many of the mills could not have additional lumber available for the market for months.

This leads to the thought that there may be a point beyond which it will be decidedly hurtful to all concerned for the buyers' strike to be carried. If it was the purpose of the buyers to depress prices, this purpose has now been extensively accomplished. But it seems that it will do little good to force further curtailment of production or to compel a long continuation of the period of low production. In the long run, low production inevitably means higher prices, not only because it reduces the ration of supply to demand, but because it costs substantially more to produce small quantities of any commodity than it does large. A normal steady production of hardwoods at "live-an-let-live" prices is what we all want—what is best for producer and consumer alike—and the sooner we bring about that condition the better.

Builders of Empire

A NEW ILLUSTRATED BOOKLET, "The Yazoo Mississippi Delta," has been received by HARDWOOD RECORD from the Southern Alluvial Land Association of Memphis. This handsome compendium of information of the agricultural riches of the Yazoo Delta follows an equally attractive brochure entitled "The Call of the Alluvial Empire," and precedes another booklet which will soon be off the press, advertising the "The West Side Delta."

They all remind HARDWOOD RECORD of the magnificent constructive force that is back of them—lumbermen, planters, bankers, merchants, livestock breeders, who are building an empire upon the fertile alluvial soil of the lower Mississippi Valley. We feel a sense of romance and of the movement of gigantic and heroic forces as we contemplate the work which the publishers of these booklets are doing. They constitute the chief motive force that is developing the tremendous raw potentialities of this region to the service of civilization. Theirs is the broad vision, theirs the courage to build, as the Titans did, who reared mountain upon mountain. While these men are all interested directly in this region by their investments, they are not a niggardly crew, who see only narrow immediate and direct personal profits. They are building for the future and with no narrow individual aim. The Southern Alluvial Land Association has nothing to sell; it deals neither in lands nor the products of lands. It is merely a voice created to direct the attention of the world to the potentialities of the alluvial region and encourage their development. They know that the materials of a great agricultural empire are in that region and that only the brains and energies of men are needed to mold them into the proportion of empire.

It is such strong and clear-thinking men as these that have lifted civilization out of the primeval wilderness. It is due to such men that the United States in a few hundred years has grown from thirteen struggling colonies, hanging precariously upon the Atlantic seaboard, to the greatest nation in the world, spreading its teeming millions of prosperous people over the greater part of a far-flung continent.

And these things are not said in a mere effort to be fulsome and beat up the sound of reverberating words. But they are uttered in a sincere attempt to direct the attention of those who care to know to the fact that the day of empire building is not yet gone.

Omens of Victory

AS TIME ADVANCES and the Supreme Court's decision in the American Hardwood Manufacturers' Association case grows imminent, it is reassuring to recall certain incidents of the hearing before the high Federal tribunal, which indicated a favorable conception of the defense's case by certain of the Justices. These judicial minds seem to have appreciated the fact that the appeal involved the question whether business men could be legally condemned for merely collecting and disseminating statistics of the facts concerning their actual business operations. Several of the Justices revealed this train of thought when they put certain disconcerting questions to Assistant Attorney-General Henry Mitchell,

who represented the Department of Justice in the argument. For instance, Justice Van Devanter, asked Mr. Mitchell whether the practice of the Citrus Association in collecting data of the prices and crops and markets was a violation of the law. In reply the Assistant Attorney-General said that he preferred to restrict his attention to the case actually before the court; but Mr. Justice Van Devanter retorted that the courts are obliged to employ a large vision, and to consider what the effect of a desired decision might be upon other industries as well as that directly involved.

This concurs with the contention of the defense from the first that the large principle of business freedom is involved in the case and that the settlement of it means more than merely putting the restraining, we might say, repressive, hands of the law upon, or giving carte blanche to, a group of producers of hardwood lumber.

Another interlocutor of the Government's attorney, Mr. Justice Brandeis, who by the way has the reputation of being liberal in the direction of the masses, wanted to know whether counsel thought a man might properly seek membership in the New York Stock Exchange in order to ascertain what was going on in the world of business and finance. For the second time Mr. Mitchell insisted that he be permitted to confine himself to the case in hand. Finally Chief Justice White asked the Assistant Attorney-General if he had ever heard of "Schuster's Notes" relating to the prices for long-leaf pine, which, he said, had been a common way of circulating information concerning the condition of the market, legality of which had never been brought into controversy. The Chief Justice inquired whether the counsel for the Department of Justice thought that the publication and circulation of these notes was a violation of law.

There is the additional good sign that public opinion is now feeling some revulsion against governmental repression of business, and that the people feel that a policy of laissez faire is the best to pursue. We do not mean by this remark to suggest that a Supreme Court Justice would lend his august ear to the murmurings of the mob. But we do contend that any man, whosoever he may be, if he is educated and of an active mind, feels the large impulses of thought that flow through the minds of the people. No man can entirely escape the thought of his time.

Break the Buying Strike

A MOST INTERESTING ARGUMENT against the "buying strike," which recently appeared editorially in the Boston Herald, has been called to the attention of HARDWOOD RECORD by a lumberman to whom it made an especial appeal.

This writer urged a reasonable resumption of purchases by the buying public, in order to warrant the continued operation of the factories and prevent their shutting down and reducing production to the minimum. This, it was said, would create a shortage of commodities, which would react very unfavorably to the public. Quoting Clarence W. Barron, a leading financial authority, this editorial said that the country is really short of the great basic commodities, never having caught up since the curtailment of production by the war. It is a bad thing to further accentuate this shortage by refusing to buy and forcing the producers to cease or greatly limit their operations.

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Refinancing the Lumber Industry?

This article is written with the aim of projecting into the composite mind of the lumber industry the suggestion of the possibility of improving the processes of financing under which lumber is now manufactured and distributed. It is not its purpose to present a finished idea, a plan all ready for operation; but merely to plant the germ of a plan, which the lumbermen themselves may, or may not, be able, by taking thought, to quicken into growth and nurture into maturity.

The germ of the plan was suggested to **HARDWOOD RECORD** by Baker, Fentress & Company, lumber bankers of Chicago, who call it "Re-financing," and intimate that it might be made the means of "putting the lumber trade in a much stronger financial position, with the result that such periods as the lumber business is now passing through could be minimized or avoided."

Their thought is that inasmuch as other industries, such as U. S. Steel, General Motors, American Locomotive, Westinghouse and Wilson & Co., have thought it wise and have found the means of "increasing their working capital, thereby placing themselves in a strong financial position to meet every contingency in the near future," the lumber industry might also so fortify itself.

They state that such industries as they refer to are spoken of as "controlled," while the lumber industry is known as "uncontrolled." From this point they argue that this is "another reason why the lumber industry should refinance itself in order to better stabilize both production and the marketing of lumber products."

There are various ways of raising additional working capital, such as selling of capital stock, the borrowing through long-time loans, using the physical properties and facilities as security, thereby leaving free and clear all the quick assets to meet seasonal requirements through short-time loans from the banks. In some instances consolidation of competitive interests might be desirable.

As the lumber industry ranks among the largest in the country, relatively the raising of additional working capital to meet all the requirements is an enormous job in spite of the fact that there are many sources from which to secure such additional working capital. The subject is worthy the most intelligent thought of the leaders of the lumber industry.

In reply to these suggestions the Editor of **HARDWOOD RECORD** said:

We fully realize that the principal reason for lack of stability in the industry is the large number of units manufacturing and selling the product. It strikes us that refinancing in itself would not relieve this condition unless such refinancing brought about a consolidation of many units into a distinctly smaller number.

Will be glad, indeed, to have more definite thought from you and whatever specific information you may have which would indicate:

First: How the enlarged capitalization of the industries cited has been of direct benefit to those industries;

Second: How such refinancing of the lumber industry might directly work to the advantage of that business.

Baker, Fentress & Company came back with the following answer to **HARDWOOD RECORD**'s request for further enlightenment:

Referring to paragraph 2 of your letter—in our judgment the specific benefit would be to minimize the extremes in mill prices, wholesale prices and retail prices.

Referring to paragraph 3, our ideas are fully in accord with yours. What we meant by refinancing undoubtedly would be only a fractional part of the changes, reforms and other qualities in the situation which would tend to stabilize the lumber industry and transfer it from the so-called uncontrolled class of industries to the class of controlled industries.

This letter continued with the statement that "the subject is one which concerns the smallest as well as the largest operator, the wholesaler and retailer; and the ultimate consumer should not be forgotten in this discussion. The nature of our business restricts us to the making of loans to the larger manufacturing companies which have records of production and net profits, and you will

realize the number of these concerns is a small fraction of the total. We are enclosing extracts from a letter that we write in answer to such concerns when inquiring about loans. These will give you our point of view on financing the lumbering industry so far as it applies to the larger manufacturers, who own timber lands which would justify loans of \$100,000 to \$1,000,000."

The following are the excerpts from the lumber financing letter, which was referred to:

The object of our long-time loans is to give the lumber company much more time than could be afforded by its usual bank lines and to enable it to avail itself of an additional source of security for indebtedness by placing a large part of its financial burden on its physical properties, leaving its lumber accounts and other quick assets free of incumbrance and available for use in obtaining short-time bank loans as temporary conditions demand. We believe a lumber company's debts should fall into two distinct classes: (1) Seasonal requirements, generally bank lines, which should be protected by 2 or 3 to 1 in quick assets and paid off from time to time in the course of the year; (2) any other debts, however incurred, which should be secured by the physical properties, funded over a period of years, and worked out and paid off through lumbering operations. Our observation has been that lumber companies are prone to have too much short-time indebtedness, thus imposing on the banks an undue share of the company's burdens, and also placing the company in the position where it is likely to be caught in the maelstrom of a temporary tight money market and forced to "dump" its products at sacrifice prices in order to pay off short-time debts.

Further comment from Baker, Fentress & Company is to this effect:

The war has developed many emergency plans in financing which have worked with more or less satisfaction. I refer particularly to the so-called revolving funds for the Railway Administration, the financing of the War Utilities Board, etc. The stock raisers of the country have had difficulties which parallel the recent experiences of the lumbermen, particularly the smaller operators. These very difficulties necessitated new thought, new ideas and action, which have resulted in the Chicago banks taking an active part in refinancing of the cattle raisers.

A clipping from the New York Herald was enclosed, which told of the raising of a pool of approximately \$12,000,000 in the banks of Wall Street to augment a general fund expected to reach a total of \$30,000,000 to finance the renewal of loans made to the owners of breeding cattle, in order that these breeders might carry their stock over and not have to dispose of it for slaughter.

Chicago bankers subscribed \$8,000,000 to the pool and Boston and St. Louis bankers were to be solicited to form additional pools to add to the New York and Chicago subscriptions.

The Live Stock Financing Corporation, with a nominal capitalization of \$500, was formed under Virginia laws to operate the pool. Into the treasury of that corporation the funds on loan will be paid, and it in turn will issue its certificates of participation to the various banks to the extent to which they have subscribed. The funds will be secured by chattel mortgages on the cattle, to be deposited against the loans and held by the financing corporation.

No new loans will be made, but as stated above, the money will be used entirely for renewals and no loans will be made on cattle being prepared for market or on cattle purchased or held for speculative purposes.

The arrangement provides that the subscribing banks will receive 8 per cent on their money and that the breeder's paper will be taken over at 10 per cent. The 2 per cent difference will be used to pay the expenses of the corporation undertaking the financing.

Baker, Fentress & Company conclude with the opinion that it is the prerogative of the trade press to "direct the thought of the industry along the lines suggested, and urge a symposium on the subject." Accordingly, **HARDWOOD RECORD** is passing the entire discussion along to its readers, so that if any are interested they may write in, setting forth their ideas. Baker, Fentress & Company believe that our readers can, and probably will, supply us with "many and varied viewpoints."

Woodworking Engineering Is Featured

Industries devoted to the manufacture of products from wood received notable recognition from the American Society of Mechanical Engineers at the annual meeting of that organization, held in New York City, Dec. 7 to 10. One complete session was given over to addresses by experts on woodworking topics, evidencing a recognition of the large importance of woodworking mechanics in the general field of mechanical engineering.

This recognition was due in large measure to the influence of Thomas D. Perry, vice-president and manager of the Grand Rapids Veneer Works, Grand Rapids, Mich., who has been urging at every favorable opportunity, the need of the application of more engineering brains to the mechanical problems of the woodworking industries. Mr. Perry, himself a leading woodworking engineer, was chairman of the Committee on Woodworking, which arranged for the "Forest-Products Session" at the annual meeting of this national organization of mechanical engineers.

A half-dozen addresses were delivered during this session, all of which dealt with scientific thoroughness, with questions of real importance to various branches of the great woodworking industry.

B. A. Parks of Grand Rapids, Mich., an associate member of the society, considered the problem of "Engineering in Furniture Factories." The publication of this address, which dealt particularly with the employment of engineering knowledge and experience in the location, construction and equipment of furniture factories, is begun elsewhere in this issue of *HARDWOOD RECORD*.

The thoroughly modern topic of "Electrically Driven Sawmills" was discussed by Allan E. Hall of the Allis-Chalmers Manufacturing Company. Mr. Hall considered the application of electric power to mill equipment, recognizing the fact that forest equipment is also an important phase of lumber manufacturing, but preferring to concentrate on mill equipment, because of the breadth of both questions. His paper gave a general statement of power consumption and the method of measuring sawmill production. He said that sawmills have been driven by motors for about fifteen years, and the system is gaining.

Mr. Hall declared that a motor-driven mill will produce lumber at a lower consumption than other methods and will save on various items of operating expense. The economy of motor driving depends on the life of the operation, size of the plant, and the addition of by-product factories; very rarely on fuel consumption, he explained. Fuel generally costs nothing, and under this condition, the sawmill operator can install his own steam-electric plant and generate current cheaper than he can buy it. The advantage of unit driving is modified by the fact that each piece of lumber passes through a chain of machines.

The motor-driven mill reduces cost of boilers, power-plant buildings, mechanical transmission, mechanical transmission machinery, belting and installation; but cost of motors and wiring must be added. Induction motors are practically universal. In a small mill the electric drive will be higher in first cost; in a large mill it will be lower.

Certain log-handling machines, and the carriage feed, are steam-actuated. The other machines may be motor-driven, generally by individual direct-connected motors. Auxiliary machinery is group-driven. The load factor averages about 60 per cent of the motor rating. A list of machines with appropriate motor sizes was given.

Wood Still Leads Steel in Cars

The continued supremacy of wood as a freight car building material, whether it be in open-top or closed-top cars, was attested by H. S. Sackett of Chicago, assistant purchasing agent for the Chicago, Milwaukee and St. Paul railway, in a paper on "The Use of Wood in Freight-Car Construction." He discussed at some length the relative values of steel and wood, stating that from recent studies of the subject wood is still regarded as the most economical material. The all-steel freight cars, Mr. Sackett said, cost more to haul, require more

expensive and complicated upkeep, spend more time out of repair, are shorter lived and have a smaller salvage value than the wood cars. He favored the composite gondola, that is, the car of steel under-frame and steel draft rigging, with wood super-structure. "Data collected show," he said, "that all-steel gondola cars in their twelfth year of service cost over 36 per cent more to maintain than did the composite gondola. But 60 per cent of the composite gondolas in service required repairs while 72 per cent of the steel gondolas were obliged to be brought to the shops."

Practically the same is true of the closed-top car, he showed, and further more the shippers do not like the steel box car, because of the difficulty of putting up braces inside to keep the cargo from shifting. The under-structure of box cars should be of steel, however, he said, for rigidity and stability and ability to resist the shocks of traffic. As to the superstructure of freight cars, he expressed the opinion that "no material has yet been discovered which combines the properties of strength, lightness, availability and ease of working such as possessed by wood, and until such a material is developed and made available, wood will undoubtedly continue to be universally used for the superstructure of freight cars."

Mr. Sackett concluded with a word of caution as to the importance of using nothing but well-seasoned lumber in all car construction.

"Machining Railroad Cross-Ties"

Under this heading, D. W. Edwards, Greenlee Bros. & Co., Washington, D. C., declared that railroads both in this country and abroad are realizing more and more the importance of tie conservation. Years of observation and tests on both treated and untreated ties, have proved that there is marked economy in the machining of railroad cross-ties by trimming, adzing, boring and branding. The machines for these operations are installed in either of two systems, portable and stationary. Mr. Edwards gave the advantages of each of these systems, describing the machines employed and outlining the processes followed in both.

Lambert T. Erickson, Toledo, O., chief engineer of The Jennison-Wright Company, dealt in a broad way with the problems involved in constructing creosoted wood-block factory floors. He demonstrated that the installation of such floors is a specialty which should be handled by those who are thoroughly expert in the work. Methods were described which will permit engineers to specify and build creosoted wood-block factory floors without entailing any risk of the failure of the floors.

Two members of the Pittsburgh Wood Preserving Company, E. S. Park, Pittsburgh, Pa., and J. M. Weber, Orrville, Pa., went into the "Processes and Equipment Used in Wood Preservation" with great thoroughness. Treatments to prevent the destruction of timber through decay or boring of insects were classified by the authors of the paper as surface application, open tank treatment and pressure treatments. The first two were outlined briefly, and the third, which was considered of the greatest interest from an engineering standpoint, was discussed at more length. The paper was illustrated with drawings showing the layout of treatment plants and equipment used in treating processes.

The Federal Reserve Board's review of general business and financial conditions throughout the several Federal Reserve Districts during month of November, as contained in forthcoming issue of Federal Reserve Bulletin. Says in part: "The month of November has continued period of readjustment in business. Prices have continued their decline, board's general index showing net loss or month of 18 points. Activity of manufacturing in many lines has been still further reduced and there has been some increase in unemployment. There has been a corresponding reduction of buying power which is reflecting itself in a noticeable way in a lessening in volume of trade, particularly in volume of wholesale trade."

Engineering in Furniture Factories

By B. A. PARKS, Grand Rapids, Mich.

Associate Member of The American Society of Mechanical Engineers

Although the woodworking industry is one of the oldest in existence, it has nevertheless shown the least development and has been the slowest to adopt modern principles of manufacturing. In the following paper some of the influences which have militated against the development of this industry are pointed out and some of the principles involved in the design of a new furniture-manufacturing plant and the improvement of existing plants are discussed. The writer also gives and discusses six general provisions for an efficient layout of a furniture-manufacturing plant. His discussion covers the location of the plant, and provisions for (1) proper arrangement of machinery; (2) handling and transporting material; (3) extending the plant; (4) generation and transmission of power, light and heat; (5) fire protection, and (6) proper accommodations for employees. The paper is not intended as a treatise on the design of a furniture factory, but merely as a brief discussion of some points which the writer feels are worthy of serious consideration.

The woodworking industry, including the manufacture of wooden furniture, is one of the oldest industries extant and yet it has shown the least development and has been the slowest to adopt modern principles of manufacturing of any industry of which the writer has knowledge. There are several causes for this condition, the most important of which are the general lack of accurate cost data in all but a very few plants and the absence of technically trained men in the executive positions.

2. The lack of accurate cost data is naturally reflected in the margin of profit, which in the majority of cases has been so small that no surplus has been available for plant improvements and very little for even proper maintenance. In several plants which have come under the writer's notice, only such repairs have been made as were necessary to avoid actual breakdowns, and machinery, power-plant equipment, lighting, heating, drying, sanitary facilities, etc., have been entirely inadequate and inefficient and would not be tolerated in even the average modern plant of most other industries.

3. In the several woodworking and furniture-manufacturing plant organizations that have come under the writer's observation, he does not recall a single man with a technical education or training. The development of practically all modern industries to their present high state of manufacturing efficiency has been accomplished by engineers, as witness the metal-working industry, and who would dare say that the metal-working industry would ever have reached its present state of development without the guiding hand of the technically trained engineer?

4. This lack of engineering ability in the furniture-manufacturing organization shows its effect throughout the entire plant; in fact, the writer is convinced that the average manager of a furniture plant is more interested in marketing his product than in manufacturing it. Furniture is constantly changing in style, also most plants manufacture quite an extended line, and consequently a large variety of product must be handled in any given plant. A point which most managers overlook and which is primarily due to lack of engineers in the organization, is the possibility of reducing the variety of parts to be manufactured through standardization of design, interchangeability of parts and greater limitation of line. This reduction of variety of parts would not only directly reduce manufacturing costs but would also tend toward the development of automatic machinery, better utilization of raw product, economies in handling parts in process or manufacture, etc.

5. It is not the writer's purpose to discuss the manufacture of furniture, however, but only to point out some of the influences which have militated against the more rapid development of the industry in the past, and then proceed to a discussion of some of the principles in-

involved in the design of a new furniture-manufacturing plant and the improvement of existing plants.

6. A furniture-manufacturing plant, as in fact any industrial plant, is in the final analysis simply a workshop for turning out a certain product of a specified quantity and standard of quality in a given time at a minimum of cost. While the problem is easy to state, the solution is very complex, and there are so many factors to be considered that the final solution must of necessity be more or less of a compromise.

7. The efficiency of any general plan for a furniture-manufacturing plant, or in fact any industrial plant, may be measured by the degree in which the following requirements are fulfilled:

- (a) Provision for proper arrangement of the necessary machinery.
- (b) Provision for receiving, handling, storing and transporting materials.
- (c) Provision for extending the plant and increasing manufacturing facilities without serious disturbance to the original plant or manufacturing routes.
- (d) Provision for generation and transmission of power, light and heat.
- (e) Provision for fire protection.
- (f) Provision for comfort and accommodation of employees.

Before proceeding to a discussion of the above, let it be known that the writer does not lay claim to the discovery of any new engineering principles applying to the problem. The attempt is simply made to point out some of the important questions to be considered in the design of a furniture factory with suggestions for their solution. Neither is it intended that any one should attempt to design a furniture factory merely with the aid of the data and suggestions given herewith. Each plant is a problem in itself with certain factors unlike any other plant. Consequently the services of a thoroughly competent engineer to work out the general plan and multitude of detail involved will be found to be of the utmost importance to those about to engage in a new manufacturing venture.

Location

8. The importance of the location and arrangement of a furniture factory has not generally received the attention their economic value should dictate. In small plants supplying largely a local market, equipment and arrangement are the prime considerations, but for large plants supplying a widespread market, questions of adequate transportation for both raw materials and finished product, labor supply, taxes, etc., assume great importance.

9. The furniture industry, the same as other industries, has tended to concentrate in given localities, as, for example, Grand Rapids, Mich. This concentration was originally due to nearness to the raw material supply. As the number of plants multiplied a good supply of skilled labor has accumulated, so that now, even when Grand Rapids is not so well situated as other centers as regards nearness to raw material supply, the labor market as well as a certain reputation attaching to Grand Rapids product has tended to increase the number of furniture-manufacturing plants in spite of the fact that, theoretically at least, other centers would be more desirable from most standpoints. In general, however, the location of a furniture plant, as for most other types of manufacturing, will be dependent on the following considerations:

- (a) Transportation facilities for both raw material and finished product.
- (b) Availability of raw materials and manufactured parts obtained from other industries.
- (c) Labor supply.
- (d) Financial considerations.

*Presented at the Annual Meeting, New York, December 7 to 10, of The American Society of Mechanical Engineers, 29 West 39th Street, New York.

(e) Civic or municipal aids or restrictions to manufacturing. The actual site will also be selected having the following considerations in mind:

- (a) Shipping facilities.
- (b) Adequacy of area.
- (c) Levelness of site.
- (d) Availability of water supply and sewage disposal.
- (e) Nearness of adequate housing or possibility of providing adequate housing for labor.

10. Having chosen the site the problem then devolves into one of designing the most efficient plant which the site chosen will permit. For many years it was the custom, and still is to a great extent, to allow the plant superintendent to design an entire new plant. While the superintendent may be an expert in manufacturing furniture and entirely competent to select the necessary tools and machinery, yet in most instances he is poorly informed regarding the most economical practice in power-plant construction, heating, lighting, construction of buildings, and the many other important questions entering into the design and construction of the entire plant. While the superintendent will be of great assistance in the work, yet in this day of specialization the design and layout of the plant should be intrusted only to engineers recognized as experts in this particular line.

Provision for Proper Arrangement of Machinery

11. Making provision for the proper installation and arrangement of the necessary tools and machinery presupposes that the kind, quantity, and quality of the product have been decided upon and that due and proper care has been given to the selection of the machinery required in the manufacture of this product.

12. Naturally the first consideration is the location of the lumber yard and dry kilns in relation to the incoming lumber to the factory. The location of the lumber yard will, of course, depend on the arrangement of railroad sidings. Several different plans for location of sidings may be possible for any given site and the most efficient layout can be determined only by close study of the factors entering into any given situation.

13. After deciding, at least tentatively, on the location of lumber yard and kilns this will ordinarily determine the point of entrance for the raw lumber into the proposed plant, and the next procedure will be to make a routing chart and thus establish the amount of floor space required for manufacturing purposes.

14. Having determined the entry point for the raw material, consideration should be given to each factory operation with the sequence required for manufacturing the product. The routing chart should list each separate part entering into the finished product, with the proposed volume of manufacture per unit of time, say, one year, and the sequence of operations required. Such a routing chart giving the sequence of operations will establish in a general way the sequence or arrangement of the various tools and machines throughout the plant.

15. As stated above, it has been assumed that all machinery has been selected and the next procedure would be to make a templet to scale of each article of equipment, such as all machines, tools, benches, racks, etc. Each templet of a machine should indicate the path of the product through the machine, the point of application of power, the position of the operator and position of helper, if any.

16. It will be assumed that the proposed main manufacturing building will be of the multi-storied type, for reasons which will be mentioned hereinafter, and consequently the width should not exceed 50 to 60 feet to obtain proper daylighting. In laying out the templets of the machines, however, it may be assumed temporarily that the building will be but one story high and the machinery arranged as though in a long building with everything on one floor. By using templets of the various parts of the equipment to determine the arrangement it allows the units to be moved about until a satisfactory arrangement is found, the marks on the templets allowing the machines to be set in proper relation to flow of product, power, supply, lighting, etc.

17. After a tentative arrangement of the equipment has been completed a careful study should be made of how the product is to be transported from machine to machine, making proper provision for aiseways and location of trucks at machines to allow of efficient han-

dling of material in and out of machines. Consideration should also be given to the necessity of providing spaces for accumulation of material between machines where the speed of handling varies.

18. The final arrangement of the templets will determine the amount of floor space required for machine rooms, and careful consideration should then be given to the location and size of store rooms, assembling, finishing, upholstering, crating and shipping departments, factory offices, toilets, locker rooms, etc. With the approximate total amount of floor space decided upon, a tentative layout of the building may be made. The product of a furniture factory being comparatively light in weight, and consequently easily transported, a multi-storied building will in most cases be found the most economical from all standpoints, although 4 or 5 stories in height should probably be the limit. The various departments may then be arranged with machine room and shipping department on the first floor, additional machine room, if required, on the second floor, and assembling, finishing and upholstering departments on the upper floors, care being exercised to so arrange the various departments that the flow of product may be as direct and uninterrupted as possible through each department and then on to the next.

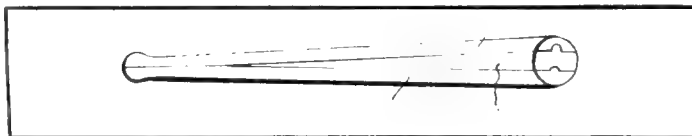
19. Upon completing the arrangement of the various departments the next problem will be one of transportation between the several departments on the different floors, which is accomplished ordinarily by means of elevators. In connection with the transportation problem, thought should be given to the possibility of using chutes, conveyors, or small elevators from one department to another, thus establishing more direct paths of flow than could be obtained by using the main elevators and also reducing considerably the amount of handling required. In general, one elevator at each end of the building will be sufficient if the building does not exceed about 300 feet in length, particularly if the elevator equipment is augmented by means of conveyors or small auxiliary elevators, as mentioned above.

(To be continued in Dec. 25 issue)

Laminated Handles to Conserve Wood

Considerable saving of ash and other woods used in the manufacture of handles for shovels, axes and other such tools may be effected in the making of a laminated handle which Charles H. Rieth, a lumberman of St. Louis, Mo., has recently patented. The inventor also claims that by virtue of the utilization of the wood which would otherwise be wasted the laminated handle may be made in quantities cheaper than the solid wood handle, and, according to engineering advice, will be much stronger.

Mr. Rieth described his process in comparison with a "D" handle for shovels and other tools. This handle is commonly made from a billet of ash wood approximately five inches wide by two inches thick at one end, and tapering down to two by two inches square at the small end, in rough. This billet must be clear and straight-grained on a direct line through the center, so that in most cases it is necessary to cut the handle blank out of a billet five inches wide at both ends, which is done on a band saw, and while the two short



Laminated Baseball Bat

pieces cut out on each side are not wholly wasted, they do not recompense for the difficulty in securing these five-inch billets as compared with the small strips required in the laminated handle. Mr. Rieth says he can cut six strips, making three handles out of the same billet, now required for making a "D" handle, thereby not only making a direct saving in material, but using smaller bolts of wood than are now required for making billets.

The inventor has been using casein glue in the making of his new handle. The accompanying drawing of a baseball made according to Mr. Rieth's process of lamination will help to visualize the new handle.

Hardwood Men Seek Tax Improvement

Representatives of both the National Lumber Manufacturers Association and the American Hardwood Manufacturers Association taxation committees discussed problems pertaining to income tax assessment with Major David T. Mason, chief of the Timber Section, Bureau of Internal Revenue, at conferences held in Chicago at the Congress Hotel, Nov. 30.

It developed during the hardwood conference that there is considerable dissatisfaction among the hardwood interests with the income tax timber valuations and it was decided that an urgent appeal will be made to the Treasury Department to establish a better basis of hardwood timber valuation as of March 1, 1913. Gen. L. C. Boyle, who attended the Chicago conference, announced that immediately upon his return to Washington, D. C., he will seek an interview with Carl Stevens, Major Mason's successor in the timber section of the Bureau of Internal Revenue, in an effort to arrange an appointment for the tax committee recently appointed at a conference held in Memphis.

F. R. Gadd, manager of statistics of the American Hardwood Manufacturers Association, was a member of the Chicago conference, and stated that immediately upon his return to Memphis, he would begin the compilation of a mass of data for the use of the tax committee of the association in putting its appeal before the new chief of the timber section. It was said in Chicago that the hardwood interests are confident that when the timber section fully realizes how inequitable the present system is, and, that if continued, it would mean disastrous losses to hardwood operators, the rulings will be corrected.

One of the principal objections of the hardwood men is that their timber valuation is on an acreage basis, whereas all other woods are valued per thousand feet. The timber section has intimated that \$30 per acre is the maximum valuation to be allowed for hardwood timber.

The hardwood interests expect to show that many timber tracts in the Mississippi Valley cut 12,000 to 14,000 feet per acre, which would fix the valuation at less than \$2 per 1,000 feet, or \$3 below the average valuation of soft wood stumpage. Other tracts of hardwood timber cutting 6,000 feet to the acre on this basis would be allowed \$5 for 1,000 feet depletion.

Another objection is that the timber section will allow only \$5 per acre valuation on the rich alluvial land of the Mississippi Valley, notwithstanding the fact that cutover alluvial land since 1913 has sold readily at \$25 to \$125 per acre. Unless this valuation is changed all who have sold cutover land will pay a profit tax on all revenue in excess of \$5 per acre.

The conferences having been held but a few hours prior to the expiration of Major Mason's term of office, L. C. Bell, general counsel for the W. M. Ritter Lumber Company, and a member of the American Association's taxation committee, voiced the regrets of the hardwood industry at the retirement of the chief of the timber section, particularly at a time when the absence of a man of his experience with timber valuation problems will mean many misunderstandings.

Expressions made by representatives of the softwood interests at a larger conference indicated that they are generally satisfied with the present basis of timber valuations.

R. B. Goodman, chairman of the Bureau of Economics of the National Lumber Manufacturers' Association, presided at this conference, which was held on the call of the taxation committee of the National association. In opening the conference Mr. Goodman advised that its purpose was an open discussion of such subjects as inventories, valuations and also the question of the interest of the association in cases of individual taxpayers in regard to the taxes of their timber holdings.

The conference culminated in the adoption of a resolution pro-

viding for a special committee to request a hearing with the Treasury Department as to an amendment to the regulations with respect to inventories. The manufacturers are anxious for a change in the determination of market values. The contention is that the dealers have been given the right to inventory on the present market values while the manufacturers are required to inventory on stumpage values. The manufacturers want to be permitted to list their stocks in at the price they can get for them, and not for what they cost as the present regulation compels.

Gen. Boyle, R. B. Allen of the West Coast Lumbermen's Association and R. M. Riekey of the Southern Pine Association were selected as the committee, and they later left for Washington.

Members of the tax committee of the American Hardwood Manufacturers' Association are L. C. Boyle, Washington, chairman; R. M. Carrier, Sardis, Miss.; Thomas W. Fry, St. Louis; Graham Brown, Louisville; W. R. Satterfield, Memphis; L. C. Bell, Columbus, O., and H. B. Curtin, Clarksburg, W. Va.

Considering Col. Greeley Personally

What manner of man he is personally, what his antecedents were and the career that led him to the position of "master of the forests," is engagingly sketched in an article on Col. William B. Greeley, Chief of the U. S. Forest Service, appearing under the signature of James B. Morrow in the November issue of *The Nation's Business*. Lumbermen who have considered the new chief forester merely from the standpoint of his statements of forestry policy will no doubt be interested to learn something of the human side of the man and his huge responsibilities. "It will be interesting, perhaps, first to speak of the deep-sea lugger, 'H. G. Johnson,' bound from Boston to Honolulu," writes Mr. Morrow. Then he continues as follows:

The ship's cargo consisted of merchandise and sugar machinery for the planters of Hawaii and seventy barrels of whiskey. From Oswego, in New York, before the barge sailed, had come Frank N. Greeley and his family. He was in bad health and hoped that a sea voyage and a change of climate and business might restore his strength and advance his fortunes.

They the Greeleys—took passage on the "H. G. Johnson" and were the only passengers. Now, if Frank N. Greeley had not gone to California by way of Cape Horn and Honolulu, his son, William B., never, in all probability, would have become chief of the Forest Service of America, which high office he now holds, nor one of the really fine soldiers in the war with Germany.

So the voyage of the "H. G. Johnson" is properly the initial, and pivotal fact as well, of this article. The ship, sailing south for thousands of miles and then north and west for thousands of more miles, was at sea five months, all told. When William B., aged eleven, was leaving the lugger, the captain said: "You may stay with me and I'll rate you in my crew as an 'able' boy."

The testimony of the captain also is worth mentioning. Another vessel took the Greeleys to California, where, in Santa Clara County, a fruit farm was purchased. There, on that fruit farm—prunes, the principal specialty—William B. worked and lived during his boyhood. But, a propensity controlling, he made his way to the mountains, not far distance, and spent his idle hours with their inhabitants—trees and wild animals.

At the University of California, where he helped to finance his four years of study by working on fruit farms and ranches and by baling hay in the Sacramento valley, which was heated like a desert, he read the story and the bulletins of Gifford Pinchot. The soft murmur of the forests straightway became a commanding summons.

With funds earned as a teacher in the high school of Alameda, in the year 1902, William B. Greeley began the study of forestry at Yale. Before doing so, however, he sought the counsel of Bernhard Eduard Fernow, that great old Prussian of the woods, who was then lecturing at Cornell. "Well," said Fernow, with the bluntness of his race, "your legs are long enough to carry you over the logs."

Graduated at Yale at the age of twenty-five, William B. Greeley took and passed a civil service examination and was sent by the National Government to California as an inspector of forest lands. A year afterward he

(Continued on page 23)



Cooperation Between Tractor Manufacturers and Owners

By A Tractor Expert

The responsibility for the success of a tractor in logging operations does not end with the manufacturer, or his representatives, the dealers, but in reality, this responsibility is prolonged throughout the life of the tractor, and is delegated to the owner, as well as the manufacturer. The lumberman who buys a tractor must stand ready to co-operate with the tractor salesman in order to make the tractor a success.

It is very unfair to expect a tractor to "go any where." This phrase seems to be particularly popular in describing the "Caterpillar," and other track laying types of tractors, and doubtlessly, has been an outgrowth of vividly colored pictures illustrating the performance of the "tanks" and tractors during the war. There is not a tractor built which can "go any where." In France, when the movement of guns and supplies was far more important than the cost of the operation—then, and only then, would tractors "go any where." It was a matter of no consideration, if a five or a ten-ton tractor was completely ruined, if it had "done its bit" and moved a field battery to a new position. Its work was done and the cost justified.

But we cannot operate saw mills this way. Tractors must not only perform, but perform practically and economically. Rather than to expect a tractor to work successfully on a mountain trail, which is really impassable in some places, how much better it would be to give the tractor "a white man's chance" and to co-operate with the tractor dealer, and blast away some of the natural barriers which are keeping this particular operation from being a successful tractor job. Powder and dynamite may be expensive, but, even so, they are a great deal cheaper than a complete set of bronze and babbitt bearings, especially if the delay in awaiting the arrival of such parts is considered of any importance. The tractor shown in the illustration below, is badly handicapped by local conditions, which could easily be remedied, if the trail were improved.

The operations of the Broad River Lumber Company at Runion, N. C., perhaps is the best example of "the give and take spirit," which is so necessary between the manufacturers and purchasers of tractors. Mr. Griffiths has spent considerable money in improving his road. He has changed it from "a mule and cattle trail" into a modern tractor road. The cost was not so large as might be expected, and already,

many million feet of logs have been hauled over the road with but little "wear and tear."

If every tractor user in the lumber industry would prepare and improve the road over which he proposes to haul, it is the writer's belief that the major portion of tractor failures would be eliminated and the cost of such far more than justified by an increase in tonnage and smaller repair parts bill for the tractors.

Motor Trucks with Steel Flanged Wheels

In the September 25 issue of *HARDWOOD RECORD* was carried an inquiry seeking information with reference to the operation of logging trucks equipped with steel flanged wheels on steel or wooden rails, to haul logs from the woods to the mill.

HARDWOOD RECORD has received a photograph of such a truck from the J. C. Wilson Company, Detroit, manufacturer of the Wilson motor trucks, illustrating this article, which shows such a truck used in eastern Washington for switching cars and as a special for inspection services.



Wilson Logging Truck in Action on Rails

Inventor of the Holt "Caterpillar" is Dead

Announcement comes from Stockton, Cal., that Benjamin Holt, the noted inventor of the caterpillar tread applied to tractors, died at a hospital there after a brief illness. The tread he originated first attracted world wide fame when it was introduced into the world war as a major weapon by the British armies, contributing largely to the defeat of the Germans. It proved to be one of the most revolutionary weapons of the war and caused the Kaiser's armies inestimable damage, proving a terrible handicap to them until they were able to put similarly equipped tanks into the field. Since the war it has added steadily to its fame as a peace-time appliance, particularly in the logging of hardwood timber in the swampy delta lands of the south. It has also come into wide use, however, in northern, western and New England timber operations. It established the everlasting fame for its inventor both in war and peace.

Mr. Holt was born in Merrimac county, New Hampshire, in 1849. He is survived by four sons and a daughter.



Showing Where Co-operation of Owner Would Increase Efficiency of Tractor

(Continued from page 21)

was made supervisor in charge of the Sequoia National Forest. From 1908 to 1911 he managed the public forests of Montana and northern Idaho.

Those—1908 to 1911—he thinks, were the three golden years of his life. On horseback and with a pack animal bearing his food and tent, he lived half the time in a saddle, traveling a region whose area equals that of Connecticut.

Then Washington sent for him. From 1911 to the summer of 1917 he directed the timber sales of the Government and the reforestation of public lands. When General Pershing had completed his study of France, following the declaration of war, he asked for a body of experienced lumbermen. Henry S. Graves, Chief Forester of the United States, and William B. Greeley recruited this force and took it across the Atlantic. They were commissioned as lieutenant colonels of engineers.

Graves returned to this country early in the war and Greeley was left in direct command. At the signing of the armistice, the United States had 21,000 uniformed lumbermen in France. They were operating 95 logging camps in the French forests, were sawing 60,000,000 feet of lumber a month and getting out 250,000 railroad ties, besides immense numbers of telegraph poles and piles and entanglement stakes, to which barbed wire was to be attached. Small sawmills followed the infantry and artillery up to the battle lines.

Colonel Greeley served twenty-three months with the troops at the front. His own Government awarded him a citation for meritorious service, France gave him the ribbon of the Legion of Honor, and Great Britain made him a member of its Distinguished Service Order.

When Colonel Graves, after the war, resigned as Chief Forester of the United States, Colonel Greeley got his place, and he is the officer today who, for the people, is managing 154,000,000 acres of public forests, east and west, but mainly in the west, including 20,500,000 acres in Alaska.

If all the forest land owned by the Government could be brought into a single tract its boundaries would be as large as the combined boundaries of Delaware, Maryland, New York, Pennsylvania, Ohio and Illinois. Such, if the reader will look on the map, is the understandable size of the actual forest lands owned by the United States.

But the tract is not all trees. There are rocks, crags and canyons, and vast stretches that lie above the timber line, where such things as can grow are stunted and twisted and sheared into monstrous shapes by the winds. There is much burned-over land also on which new forests are being developed by nature and by man.

Under the law, Colonel Greeley is administering this rich and great domain. His counsel is written by Congress into the statute book of the nation. He is, indeed, the guardian of a property, the value of which, in dollars, comfort and utility, is immeasurable. Besides, he is the adviser of states, corporations and individuals. His task, and no task is more vital to the people, is to maintain the wood supply of the country, to use it economically and to safeguard the well-being of this nation in the years to come.

As the rough-and-ready old Prussian forester said, he has the legs for it; they are just as long and muscular as they used to be. In the economy of matters, legs have been neglected by statisticians and philosophers. Merely as supports to the human superstructure, the stomach, lungs, head and so on, they are worthy of more description than they ever have received.

Also to mention the next feature predominating in visibility, the Colonel has the nose for it. The nose has had its share of publicity in literature and history, and invites further comment, but the temptation is resisted and only this much will be noted: The Greeley nose stands out, noticeably, but it is thin and well-shaped, is slightly and not unsightly, and anyone could wish for its duplicate, which can not be said of large noses generally—or of some other kinds.

A six-footer, eyes a mixture of gray and brown, hair black, body lean, face tanned in France and Alaska, overlying the permanent tan of the mountains, the chief forester, at forty-one, in enthusiasm and vigor, as well as in technic and capability, meets unafraid the mighty job that he has in hand.

An Old Book on Lumber Measuring

The measuring of lumber doubtless dates from early times; but considerable interest attaches to a book published in Troy, N. Y., in 1805, and sent to *HARDWOOD RECORD* by a subscriber. The author was James Thompson, who states on the title page and in the introduction that directions are given for measuring all sorts and shapes of lumber and timber, and an examination of the 87 pages which the little book contains shows that he made his promise good. Most of the book is a treatise on arithmetic, showing how to work with decimal fractions and how to extract square and cube root, subjects which should have been learned in school. The book does not contain a word on the subject of lumber grading and inspection. Perhaps such things did not exist at that time. The rule for the extraction of cube root is given in poetry, 20 lines in all, and so hard to understand that the poor lumberman of 1805 who had nothing better deserved pity.

For The Manufacturer—

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THESE woods in commercial sizes are produced by The Long-Bell Lumber Company for manufacturers for a great variety of purposes. As an assurance to users that they are obtaining the products of this company they all bear the Long-Bell trade-mark—the mark of quality.

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LIVERPOOL HARDWOOD COMPANY, Inc.

Branch Office, Memphis, Tenn.

NEW YORK CITY

News from the National Capital

No Water Rate Increases

There will be no immediate increase in water rates on lumber from Virginia, the Interstate Commerce Commission announced.

The Commission has issued an order, suspending from December 15, until April 14, 1921, the operation of a proposed schedule of the Pennsylvania Railroad which provided for the cancellation of an increase in water competitive rates on lumber and articles taking the same rates, carloads, from Portsmouth and other Virginia points to Newark, Communipaw, Bridgeton and other points in New Jersey on the Central Railroad of New Jersey, the increases varying from 1.4 to 7 cents per 100 pounds.

Plan to Use German Wealth

Washington officials and New York bankers and foreign traders have under tentative consideration a plan to utilize the vast amount of property owned by German nationals, but sequestered during the war by the American Government, as a basis for a great trade credit which will permit resumption of active business intercourse and relieve the American market of embarrassing surpluses.

The extent of the German-owned property in the hands of the Alien Property Custodian is estimated at \$405,000,000. Of this sum it is believed that property worth \$105,000,000 was improperly seized and this is in process of release from custody. This leaves property worth \$300,000,000, which, under the law, is to be held in custody until a peace with Germany is concluded.

Conferences have been held between New York bankers and traders and high Government officials on the advisability of converting this great pool of wealth into a fund to guarantee German

purchases in this market. Business men are of the opinion that the American market is badly in need of just this sort of stimulant.

While no announcement of an official nature has, as yet, been made, it is understood that Attorney General Palmer, who also served as Alien Property Custodian during the war, has examined the plan and found no legal objections to it.

Bernard Baruch and Henry Morgenthau are reported to have been in Washington recently discussing the plan with important officials of the Government.

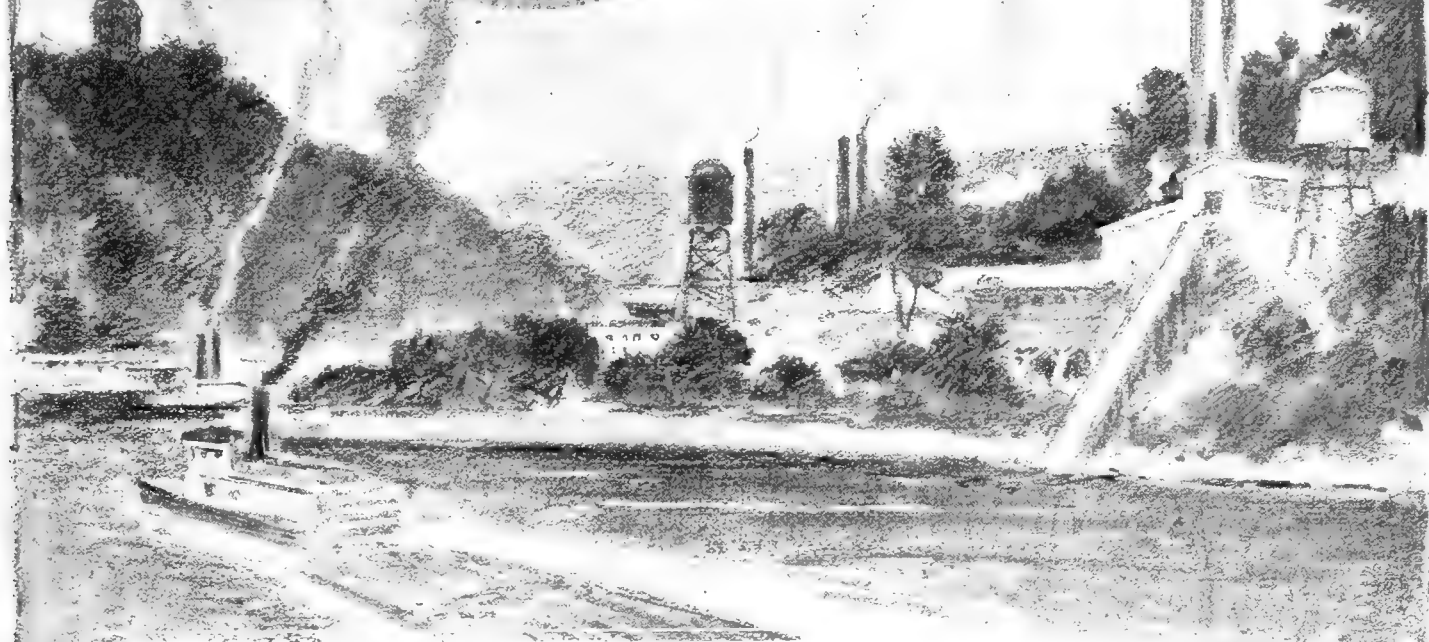
Business Further Depressed

Marked declines in commodity prices, accompanied by lessened activity in manufacturing, reduction in buying power, and increases in the number of unemployed are reported by the Federal Reserve Board in its review of business conditions throughout the country for the month of November.

The report states that so far there is no evidence of any revival of activity in the lumber industry, as contracts continue to fall off and new orders to decline in volume, despite price recessions. In District No. 1 (Boston) some lumber mills have closed down entirely and curtailments are general in the absence of demand. Prices are said to be from 25 to 40 per cent below previous levels. In District No. 6 (Atlanta), a number of mills are closed, shipments are exceeding orders and production, and stocks are being reduced in consequence. The 143 mills belonging to the Southern Pine Association have a normal weekly production of 90,837,000 feet, but the output for the week ending October 29 was only

(Continued on page 26)

Knoxville



Again RECOGNIZED as the leading producing and distributing market of the SOUTHERN APPALACHIAN HARDWOOD REGION

THE Appalachian Logging Congress, at its most largely attended and most successful session, just closed, in Knoxville, Tennessee, **unanimously voted** to make Knoxville its permanent headquarters, and has opened offices in the Business Men's Club of Knoxville. This is just another recognition of the fact that Knoxville is the leading producing and distributing market of the Appalachian Hardwood Region.

In the Knoxville market all your hardwood requirements can be quickly and satisfactorily satisfied.

The lumbermen of Knoxville are strongly organized in the Lumbermen's Club for the purpose of giving service to all customers of this market.

Through natural quality, superiority in manufacture and careful grading "Knoxville" Hardwoods have justly come into high favor.

No buyer can afford to fail to take advantage of the advantages of the Knoxville Hardwood Market.

American Lumber Export Co.
Andes Lumber Co.
Andes-Niceley Lumber Co.
Blue Ridge Tie Co.
W. F. Cale Lumber Co.
Frampton-Foster Lumber Co.
of Tennessee
J. M. Logan Lumber Co.

Maples Lumber Co.
J. A. Rayl, Athens, Tenn.
Rayl Jones Lumber Co.
L. H. Shaffer & Co.
Stair-Sharp Lumber Co.
Tennessee Saw Mills Co.—Kimball & Kopcke Co.
Vestal Lbr. & Mfg. Co.



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Ash
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Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

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NEW YORK, N. Y.

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JACKSONVILLE, FLORIDA

58,665,000 feet or 35.4 per cent below normal, while shipments amounted to 60,939,000 feet, and orders 44,673,000 feet.

District No. 8 (St. Louis) estimated on the basis of data on hand that 50 per cent of the mills in the Mississippi Valley had closed.

The market for hardwood was reported to be inactive and there was a great spread in prices for yellow pine. In District No. 9 (Minneapolis) special reports from 13 lumber manufacturers giving out stocks and shipments show that the lumber cut and shipments declined while stocks increased. There has been a marked decrease in unfilled orders.

Rate Cancellations Postponed

The Interstate Commerce Commission suspended, until April 4, 1921, the operation of certain schedules, providing for the cancellation of joint through class and commodity rates on lumber, gravel and chatts from points in Arkansas, Colorado, Kansas, Missouri, Nebraska, New Mexico and Utah, to Rosedale, Kansas, and Westport, Mo., via Lenexa, Kansas, in connection with the Missouri & Kansas Railway, leaving combination rates applicable instead.

Grand Trunk Seeks Guarantee Fund

Mandamus proceedings have been filed in the Supreme Court of the District of Columbia to require the Secretary of the Treasury to honor a certificate of the Interstate Commerce Commission finding \$500,000 due to the Grand Trunk Western Railway Company under the guaranty provision of the transportation act.

Although the proceeding is instituted by the Grand Trunk System alone, as a test case, the decision will be of enormous importance to every railroad in the country and actually will involve the immediate payment to the railway lines of approximately \$400,000,000. It is insisted by the railroads that this money is desperately needed by them to maintain their credit, and make necessary payments of actual operative expenses.

Secretary Houston was asked formally to honor this certification and to pay the Treasurer of the Grand Trunk line \$500,000 on account. This Mr. Houston declined to do and was supported in his position by an opinion rendered on October 7 by W. W. Warwick, the Comptroller of the Treasury, in which that official held that partial payments could not be made by the Secretary in advance of a final settlement.

Pertinent Information

Increased Credit is Not Panacea for Foreign Trade Troubles

Increased credits extended to European nations by America will not tend toward increased buying of cotton, hardwoods or other raw materials from the United States, in the opinion of G. A. Farber, vice-president of Russe & Burgess, Inc., Memphis, and foreign representative of that firm, with headquarters in London, who reached Memphis Dec. 6, for his annual visit to this country.

"Europeans do not need increased credits," he declared, "to the extent that they need increased purchasing power of their depreciated currencies. The present rate of exchange is so adverse that England, France, Belgium, Holland and all of the continental countries of Europe are buying in a very limited way. This adverse rate of exchange is making the cost of American lumber so high that importers are not able to make a profit out of it and they are therefore taking just as little as they can. The rate of exchange is daily becoming more unfavorable as the dollar gains and the pound sterling, the mark, the lire, the franc and other monetary units lose in value. This means that the outlook is growing rather worse than better.

"Granting of credits would increase the debt the foreign nations owe the United States and would make the 'balance of trade' against them, already abnormally heavy, still heavier. The problem must be handled in some other way. It is my very definite conviction that it can be solved only through an agreement among all of the more important nations to

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

Annual Capacity
130,000,000 Feet

The present status of the hardwood lumber situation deserves the careful study of all buyers of lumber.

Generally speaking, the history of hardwood lumber prices is a history of change. Sometimes the fluctuations up or down are more or less violent, but nearly always the price situation has a trend, in one way or the other, according to conditions—prices are seldom in a stabilized condition, in the sense of remaining constant during a great length of time. So the wise buyer must endeavor to determine in advance what will be the condition in the future.

Good authorities say stocks at mills are now, on the average, not above normal. Many mills now out of production will not be able to resume until next spring or summer; those operating are upon schedules of reduced production, and the cost of manufacture is increasing.

The average normal production is sufficient to supply the average normal consumption; but production is now sub-normal. For the future, not only must the normal consumption be supplied, but in addition a great arrearage in building and construction must be made up. Selling prices generally are as near production costs as fundamental conditions warrant, and rather than further reduce prices, manufacturers are ceasing to produce.

Students of the subject expect a great revival of building and construction work, and a tremendous increase in the consumption of lumber. There are many who expect such a

shortage of the better grades as to bring a recurrence of the auction-market condition of the early part of 1920.

Whether hardwood lumber prices have "struck bottom" may be indicated by the fact that prices generally have not gone lower than the low levels reached in mid-October.

On January 10, 1920, we wrote our customers that prices under the influence of an auction-market were too high, and among other things we said:

"We would counsel against a policy of heavy buying to unnecessarily cover future needs. Such a policy tends to keep prices high. If you want to help the situation you will confine your purchases as nearly as practicable to your immediate necessities."

Our motive in giving that advice could not be misunderstood. A manufacturer of lumber, who advised his customers against buying lumber at high prices could not be accused of a narrow selfishness.

If, under a reversed price condition, he advised buying, his motives might be misjudged. Therefore, we refrain from giving such advice. We cannot know what the future holds for the seller or the buyer.

We have indicated a course which may be followed. If it is not and the wisdom of our view is proved by future events, we trust we will be given credit for at least a good guess, and a sound suggestion.

W. M. RITTER LUMBER Co.

COLUMBUS, OHIO

stabilize foreign exchange on the basis of approximately \$4 for the pound sterling. This should be done, according to my view, for a period of not less than ten years. Fixing of exchange on this basis would tend to greatly increase the purchasing power of the various nations of Europe and it would, at the same time, correspondingly decrease the present huge cost of importing raw materials from America. European firms, importing raw materials on this cheaper basis, would be able to manufacture these into finished products and export them to America and other countries where they would receive a reasonable price therefor. This exportation of finished products on a profitable basis would start reducing the enormous adverse trade balances and would inevitably have the effect of increasing the value of exchange in England, France, Germany and all other nations of Europe.

"Credits are not what European nations need now. What they need, above everything else, is sufficient purchasing power on the part of their currencies to enable them to enjoy a reasonable margin between the cost of raw materials and the sale of the finished products. The matter may be worked out in other ways but this plan enjoys the distinction of offering an immediate basis for revival of business in Europe, and, by the same token, for the opening of European outlets for raw materials which are accumulating in America.

"Manufacturers of furniture and other wood products in Europe have enough money with which to pay for what they want but they do not want very much for the reason that the process of importation and conversion into finished goods is so high that it is well nigh prohibitive. Business is very slack now in the United Kingdom and other foreign countries and prospects are not very bright for the immediate future. If costs remain as high as they are now, due partly to the first cost in America and partly to the high rate of exchange, there is not going to be much doing for a good long while."

Mr. Farber declared that stocks of hardwood lumber in the United Kingdom, France, Belgium, Holland and Italy are not large, intrinsically, but he pointed out that they are relatively large. "Stocks in the United Kingdom, for instance," he said, "would not last more than two or three months at the longest under normal trade conditions, but they will last for an indefinite period if there is not something done to bring about a revival of demand. There is comparatively little business passing at the moment and it takes a mighty little to go a very long way under such conditions."

Mr. Farber also emphasized another fact. "Holland is importing large quantities of German oak," he said, "and Belgium and France are importing white oak from Austria for the reason that these are available on

much cheaper terms than hardwoods of equal quality from America. Lumber prices were advanced so rapidly in America and their first cost became so high that European buyers sought lumber in other countries. Thus, American lumber interests, by asking such high prices, have not only invited active European and German competition but they are now actually experiencing it. There are very large quantities of Japanese oak in Antwerp, approximately 6,000,000 feet, some of which has only recently arrived. German oak is available in Holland at materially lower prices than American oak. France and Belgium are both able to buy much more cheaply in Austria than in America for the reason that, whereas exchange rates on America are highly adverse those on Austria are highly favorable.

"England," continued Mr. Farber, "is using large quantities of native ash in preference to importing this kind of lumber from America. Ordinarily native woods are not used at all in that country but large quantities of ash are being used now because of the relative cheapness thereof as compared with ash imported from the United States. The majority of the native woods, however, are not being used quite as freely as a short time ago. Many of the firms which handled native woods during the war and during the period since the armistice have liquidated their business as far as possible and this process of liquidation is still under way.

"There is more building in progress in London than in many cities in America. Numerous big buildings are under construction and they will require considerable quantities of hardwoods for interior finish."

Mr. Farber will probably be in the United States for several months, during which time he will make his headquarters in Memphis.

Controversy Regarding Steam Production Formula

A recent issue of *HARDWOOD RECORD* contained an article on kiln drying of lumber, the introduction to which contained the following: "At the most, 4,250 pounds of steam will not cost over \$1.50 to produce."

A large manufacturer of furniture on reading this article wrote *HARDWOOD RECORD* for the formula for producing steam at the rate mentioned.

The article was by H. T. Tiemann, kiln drying expert of the Forest Products Laboratory at Madison, Wis. Mr. Tiemann's answer to this inquiry is as follows:

"In reply to your letter of September 15 with enclosed criticism on steam cost data:

"A statement of the cost of producing steam would depend largely upon what is included in the estimate. At many of the largest dry kiln installations in the country the question of fuel is not an item, inasmuch as the waste material from the mill is burned in the boilers. The production of steam would in this case be figured on the labor and repairs to plant. To

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

insurance. Interest on investment would not ordinarily be figured in dry kiln work, inasmuch as the boiler plant for supplying the engine for the sawmills is required anyway, whether or not the dry kiln is operated. The dry kiln then may be estimated as an auxiliary piece of equipment. Ordinarily also the exhaust steam from the engine is all that is necessary for the heating of the dry kiln, and as such steam would go to waste at such mills, it might be even considered as a product clear of expense for heating purposes. At few woodworking plants are they burning coal exclusively for the production of steam, and ordinarily where exhaust steam from the engine is used during the day time the only charge for the kilns would be for steam used over night.

"I have before me an accurately collected data sheet of a plant in this city supplying 336,990,300 pounds of steam during the last year. This steam is supplied entirely by coal, for which a price of \$5.12 was paid. The total cost of operation, including coal for the year, was at the rate of \$.6150 per one thousand pounds of steam produced. This would figure out to \$2.61 for the 4,250 pounds referred to. If we deduct from this the cost of the coal, using refuse wood instead, the total cost of operation would be \$.305 per thousand pounds or at the rate of \$1.296 per 4,250 pounds of steam. This is manifestly less than the estimate in question. If we assume, on the other hand, that one-third coal and two-thirds wood as refuse are burned, this will figure a rate of \$1.73 for the amount in question. If, on the other hand, we assume that during the day time the exhaust from the engine is used and the cost is only during the night time and that one half of the fuel is coal, the cost chargeable to the kilns would be about \$.98 for the quantity in question."

Pennsylvania Looking South for Ties

The interest of lumbermen has been intrigued, so to speak, by the public announcement of the Pennsylvania Railroad System that "owing to the unprecedented levels to which prices of railroad cross-ties have risen in this country, the Pennsylvania railroad has decided to investigate the adaptability of the hardwoods of Central and South America for this purpose. Inquiries," the statement further says, "have been started along several lines, not only to ascertain how much more cheaply ties, or the material for ties, can be purchased in those countries, but also to investigate the question of the longer life of ties made from southern hardwoods, as compared with those made from the North American native woods heretofore chiefly used.

"Under normal conditions the Pennsylvania Railroad System uses from five million to six million cross ties annually. White oak, the most desirable North American wood for this purpose, is becoming rapidly scarcer. The other available woods in this country have a very short life as ties, unless creosoted, which adds materially to their cost.

"The average net cost of railroad ties ready for placing in the roadbed has risen fully 100 per cent since the beginning of the war. Existing conditions now compel the railroad to seek out other markets for the purchase of its supply."

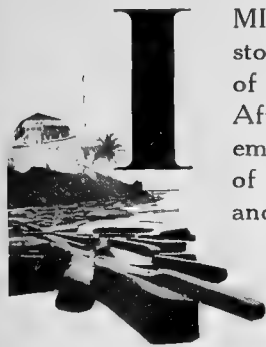
Canadian Prepayments Muddled

It is apparent, from a statement issued by the Southern Hardwood Traffic Association, that the situation with respect to pre-payment of freight charges on shipments of hardwood lumber and forest products to Canada are in a worse "muddle" than at any previous time. This view is based on the fact that the Interstate Commerce Commission has just held that "carriers may demand pre-payment of freight to Canadian points to the extent of the charges or divisions accruing from that part of the transportation which takes place in the United States." The commission also states that it cannot pass upon the prepay requirement to the extent that it affects charges for transportation beyond the borders of the United States.

The association has busied itself rather vigorously in an effort to bring about relief from the prepay provisions of present tariffs but it is quite apparent that, despite all the promises thus far made, it has not been able to accomplish anything really worth while in this particular direction. In the meantime, shippers are not having to make many prepayments for the reason that comparatively little lumber or forest products are being shipped to Canada.

Indiana Plants on Short Time

Many of the large wood consuming plants in Evansville and in other cities and towns in southern Indiana, southern Illinois and western and northern Kentucky are being operated now on short time. In the city of Evansville there are only a few of the large plants that are being run on full time. A few days ago the plant of the Von Behren Manufacturing Company, makers of hubs and spokes, closed down and more than 100 men were thrown out of employment as a result. It is expected that the plant will resume operations a short time after the first of the coming year. The Evansville Desk Company is working its plant now on a schedule of forty hours a week. The various furniture factories are running from thirty-two to thirty-six hours a week as compared to fifty-four hours in normal times. It is said that some of the factories may cut their working hours even more. According to Joe Steinmetz, superintendent of the free government employment bureau there, between 1,500 and 2,000 men and women in Evansville are now out of work, and this number may increase instead of decrease by the first of the year. Curtailment seems to be the order of the day with many of the manufacturers, who give as their reason for this in most instances that many firms are cancelling their orders.

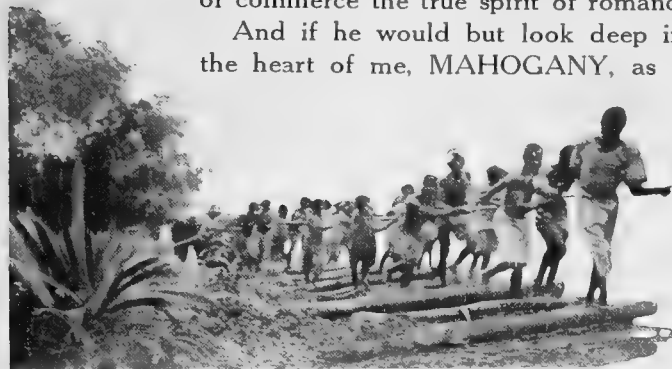


Old Dutch fort at Axim, principal log shipping point

I MIGHT tell you my own story, the story of how I, MAHOGANY, the king of the woods, came into being in Africa's fevered jungles, and of my emotions as through the long hundreds of years I fed upon the rich black soil and grew to royal height, only to be brought to earth and transported many thousand miles to the United States for your purposes. But there is perhaps a bigger, greater story behind it all than the mere relation of my own feelings during the process—and that is the human story of the men who sought me out in my distant home and through tedious toil brought me here to serve you and delight your eye.

Let the poet rave, as he sits moodily in his secluded study, and say that his is the only calling in which romance holds sway, or let him even assert that the modern world knows not true romance. Would he forget that from and beyond the time when the slave-manned galleys of ancient Rome put out upon the Mediterranean with their divers cargoes until this day there has ever pulsed in the arteries of commerce the true spirit of romance?

And if he would but look deep into the heart of me, MAHOGANY, as my



Native hauling team

ruddy, polished flanks glow, live and speak in the mellow light from his fireplace, he would know that he had all too hastily termed commerce a dull and sordid thing, that behind most of our taken-for-granted necessities and luxuries of life there lie stories galore of romance, and that my story, the story of KING MAHOGANY, is not the least of these.

First of all, there were of course the men here at their desks who conceived the project—broad visioned men who recognized no such obstacles as oceans, or thick-matted, fevered jungles in a land which in the old days, prior to the coming of modern sanitation, and a better understanding of tropical medicine, was called "The White Man's Graveyard."

Then there were the first engineers and lumbermen, with the adventuresome blood of true pioneers coursing through their veins, who set sail for the darkest Africa to plant the ever advancing flag of modern American commerce in the far land.

With their parties of native porters and laborers they pushed back into the hinterlands, slashing their wearisome

The Romance of Mahogany

By ROBERT MOORMAN PARKS

way through with cutlasses. Protected from the close, deadly rays of the tropic sun by pith helmets and spine pads, they pushed unflinchingly on, over marsh and upland, burrowing through the dense forests where monkeys chatted incessantly and many strange creatures cried out in the night, where vivid flowers and the pale but magnificent orchids cluttered up the way, until their tortuous surveys were completed.

In solemn conclave with the native tribal kings, swathed in dignity and their regal cloths of Manchester calico, and surrounded by the many black men of the courts—royal stool bearers, secretaries, interpreters, and what not—the concessions were duly granted and the real logging began.

It so happened that I grew on a little knoll, some two miles from the point on the river where one of the logging camps was located, which, in turn, was about a hundred miles from the seacoast. So I had ample opportunity to watch the white men at work. There were only two of them at this particular camp, though occasionally some "big massa" came through from the nearest town, fifty miles away, on his round of inspection, with many porters bearing supplies on their heads.

The two white men lived in a bamboo bungalow on a hill, and below were the thatched-roof huts of the native laborers. There must have been two hundred blacks in the little village, hastily built in a clearing when the white men first came. There were Africans of many tribes, but mostly Wangaras, Mohammedan nomads come down from the Sahara desert and the grassy border country, Fantee boys from the seacoast, and the Wassaw boys of the district.

I could see them every morning at day-



Deckload of mahogany, schooner "C. C. Mengel, Jr."

light, gathering in front of the bungalow above the village to squat on their haunches until their names were called by the native clerk and they stalked off to the jungle workings.

I could see my lofty fellows, closer to the stream than I, bow one by one to the attack of the axe and saw, to crash down into the heart of the jungle with a mighty, thunderous roar. I could see that the black road-boys, tunneling through the close-knit jungle, were getting closer and closer to me as more of my fellows came down, and from my eminence their progress seemed like the underground burrowing of a mole.

Finally they came to me, and I felt many black men building a rough framework about my great buttress roots. Then the cutting of the saw and bite of the axe and I too, after hundred years as King of the Jungle, was forced to bow reigning for five before the inevitable superior will and enterprise of man.

Black men swarmed over me to cut away the

upon the jungle, overflowing the creeks and rivers. Many black men came again, this time in dugout canoes, led by the white masters. With pike poles and peavies they wormed me, with hundreds of my companions, down the narrow creeks to the main river. Watching us like treasure, by night with the aid of flickering kerosene torches, they kept us from straying over the banks of the swollen stream into the treacherous overflow land, and drove us down to the boom, about ten miles from the seacoast.

On the river in those strenuous days of the drive, I know that our toll of life began, for I saw one black man miss a grip with his peavie and go down between the logs, milling about in the mad, swirling waters of the river, and I never saw him again.

After a rest of a few weeks behind the boom a number of us were rafted and floated on down, with much less difficulty, to the mouth of the river, where a steel cable was placed about me and I was hauled by a steam winch up on the dressing ground inside the



Logs in cove at sea coast awaiting shipment

Palm
Shaded
Storage
Yard



Dugouts ready for the drive

tangle of jungle vegetation I had brought to earth with me and my proud length was sawn into five logs. So the story from this point will be that of only a part of me.

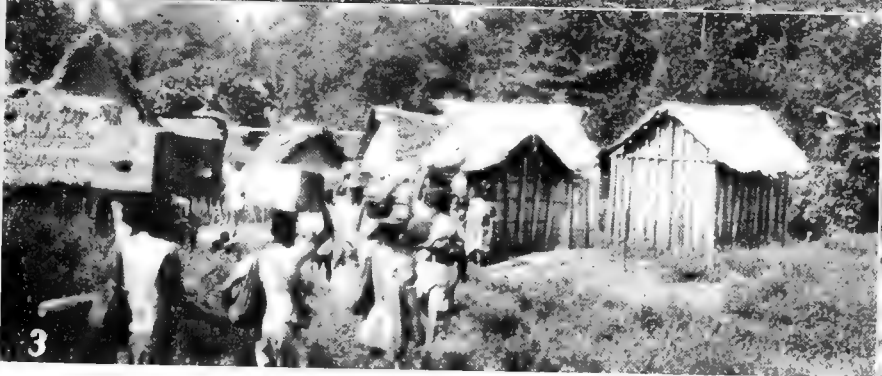
When the roller boys had placed many rollers crossways upon the road cut through the jungle, timber dogs were ruthlessly driven into my sides, ropes attached, and a hundred natives, yelling and howling as they pulled on the long lines, dragged me forward. It was a mile and a half to the nearest creek, and I weighed six tons, but the hundred sweating blacks, led and incited by their headmen and hornblowers, got me there in four hours.

The creek was little more than the stream bed, for this was in the dry month of February, and I lay for five months, until the rainy season set in. Then the heavens opened up and for days the torrential rain beat down

river bar, to be hewn square, for export to America.

A few more weeks, and I was again put into the river and placed in a raft. A powerful steam tug towed us out over a cruel bar, which marked the turbulent resting place of many a craft which the tumbling, white-crested breakers had bested. But we survived the experience, with nothing more than a severe pounding, to make the open sea and be placed alongside the vessel, anchored over a mile out from the dangerous rocky coast.

Some of my fellows had been placed on great steamers, but I was put on a little square-rigged sailing vessel, a barque of only a thousand tons. Since I came alongside in one of the last rafts to arrive I was hauled up and chained fast on deck, the bowels of the boat being full to capacity.



No. 1—The author and native porters. No. 2—The loggers' clearing. No. 3—Trekking into a jungle village. No. 4—Native debutante in the African logging country. No. 5—Quantity of logs in Axim cove. This picture shows necessity of boom in cove

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

One day soon afterward, when the wind was right, I heard the clink-clank of the pawls on the anchor windlass; the crew came running over me, and aloft in the shrouds and out on the skeleton-like spars, to set sail for the start of the long journey.

There were men in the crew of many nationalities which I, in my royal aloofness of the jungle, had never known. There was the captain, a grizzled down-easter who had first set sail from Maine's forbidding coast, an Italian, a Swede or two, a Finn, a couple of old British tars, a Martinique nigger for a cook, and a few other wastrels of the world's ports and wharves who could hardly more than lay claim to the flag of their birthland.

The wind which first bore us off the African coast died away and we floated down in a southeasterly direction, helpless in the grip of the Guinea current, towards the island of Fernando Po. Willy-nilly, we carried down to the Equator and for a long, dreary month lay sweltering in the doldrums. With a glassy sea and not a breath of wind stirring the crew kept doggedly at their daytime tasks of chipping rust, swabbing and painting. By night they lay on deck, sleepless, perspiring, below the Southern Cross and myriad other lights of the glaring tropic night, with the sails flapping uselessly above.

I could hear the crew, feverishly restless and impatient, on the border of mutiny, cursing their luck and the ship's master in the idle hours of the night, and I knew that trouble was brewing. The simmering pot boiled over one night when a knife flew aft through the darkness, towards the captain, leaning on the railing of the poop deck. But it missed its mark and struck the rail below where the captain was leaning, to quiver harmlessly there.

The skipper had been ready. A revolver shot rang out and somewhere close by me a man slipped to the deck, dead. He was wrapped in sail canvas and weighted with sand the next morning, and with the brief sea burial service was slid over the bulwarks to his last salty resting place at noon. Cowed, the rest of the crew carried wearily on with the dull monotony of their work in the equatorial heat. The spark had failed to touch off the smouldering potential explosive of the foc'sle, and mahogany had exacted another life as toll.

But at length we carried farther southward into the

trade winds, and with new hope bowled westward below the equator. For twenty days we plowed ahead with good and indifferent winds and then, like a blight, came another calm. With food supplies running low, and what was left of little sustaining value, the men were in an appallingly weakened condition. Only three were able to go aloft. The rest lay sick in their bunks, or were carried out to lie on deck in the sun. Another man, with swollen limbs, curled up in his bunk and died, to follow on his way overboard to an unmarked grave.

"Beri-beri!" I heard the fearsome whispers about me, "it will get us all!"

But again fortune smiled, and a fresh wind came out of the south. We carried up over the line and to the west until one fine morning the island of Barbados rose up out of the horizon. With a wonderful regained zest the crew worked the ship into the welcome harbor and we dropped anchor. We spent a few days doctoring the sick and taking supplies aboard, took on two negroes to fill out the depleted but now heartened crew, and set sail again. Up through the winding channels of the West Indies, northward across the Gulf of Mexico, and we found our berth at Pensacola, Florida, after ninety days on the sea.

Once again the steel slings slip about me, the boom cables whine, the steam winch groans, and I go up over the rail to drop on a flat car. Northward still, but now with steam and wheels, and not by the inconstant grace of the fickle winds, I ride to Louisville. The great hooks of the Lidgerwood cableway grapple with me, out and up again I swing, to be laid down for a brief respite on the wide log-yard.

Then the short ride up the incline to the mill and I am mauled about by the steam nigger as if I were a child's plaything, and not six tons of precious mahogany. Down come the clamps, the carriage shoots forward, and I feel the remorseless bite of the whirling bandsaw. Now you may see my inner charms and beauty as I am ripped into long boards or veneer flitches and carried off on the live rolls to the dry kilns, or for the more leisurely seasoning on the yards, to receive the final touches before I am ready for the artisan.

And where is the poet who could still maintain that I, MAHOGANY, have not a romantic story to tell? For I have exacted my toll of the brains and brawn, the blood and the lives, of men of many races, and I have come these many thousand miles from Africa's far jungle, to serve your purposes and delight your eye. For I am King of the Woods—KING MAHOGANY.

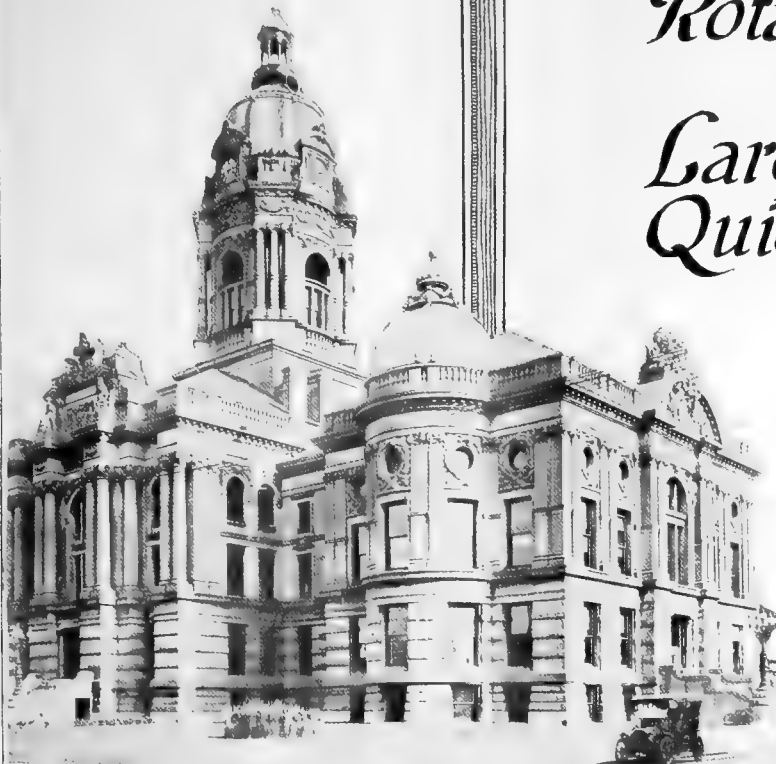
Norway Pine Plywood

What is known as Norway pine plywood has lately attracted attention in England. Pine plywood until recently was an innovation in England, but now large quantities of it are being bought from various sources, chiefly the Scandinavian manufacturers.

*Ability,
Stability,
Dependability,
in
Price,
Quality,
Trade ethics.*

*Quartered Oak,
Sliced Walnut,
Figured Gum,
Rotary cut Gum.*

*Large Stocks,
Quick Delivery.*



THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.

EVANSVILLE, IND.

COURT HOUSE, Evansville Indiana

QUICK REPAIR

Is a material very desirable for use by woodworking manufacturers of all kinds and is used for repairing splits, checks and other defects in both surface and core stock.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

Quick Repair has been used by some of our customers for a number of years.

Small sample tube mailed free on request

MANUFACTURED AND SOLD EXCLUSIVELY BY MAKERS OF

PERKINS

183

Trade Mark
Reg. U. S. Pat. Off.

PERKINS GLUE COMPANY

Factory & General Offices:
LANSDALE, PA.

Sales Office:
SOUTH BEND, IND.

Baldwin Piano Plant Completed

The new Baldwin Piano Company plant at Eden Park Entrance and Gilbert avenue, Cincinnati, O., has been completed. During the erection of the new plant the factory continued in operation in the old building. The mechanical and office force is now occupying the new building and the old plant, which adjoins it, is being torn down, preparatory to building the second addition. When completed the new Baldwin Piano Company plant, from a standpoint of utility and beauty, will be one of the most complete in the Middle West. A feature of the new plant is its modern lumber yard.

Morgan, formerly night watchman at the Talge Mahogany Company plant, Indianapolis, Ind., pleaded not guilty to arson. He is charged with having set fire to the plant about a month ago. He was returned to jail to await trial in default of \$10,000 bond. Police say Morgan confessed to them that he set the plant on fire, which resulted in a \$150,000 loss, because he was overworked and thought a small fire would cause the company to give him more help.

Hoosier farmers are being urged by the state forester to plant large numbers of walnut trees. He is being aided by farmers' organizations and the ultimate aim is to have most of the roadways of the state lined with walnut trees.

It is expected that the Phoenix-Parfrey Company will begin the manufacture of veneers at its new plant on the bank of the Mississippi river at Prairie du Chien, Wis., soon after the first of the year. The plant is now nearing completion. It consists of mill, power house and four log retorts, and the main output of the plant will be for the Parfrey cheese box factory at Richland Center, Wis., and the Phoenix Printing Company of Milwaukee.

The Lakeside Veneer Mills has been incorporated under the laws of Florida, and will operate a plant at or near Orlando, Fla. The capital stock is \$50,000 and the officers are Lawrence Gentile, president; A. S. Reed, vice-president; W. A. Blackman, treasurer, and V. B. Niel, secretary.

The headquarters of the Murphy Chair Company are to be located at Owensboro, Ky., according to an announcement recently made by members of the company. The company a short time ago sold its plant in Detroit but retained its Owensboro factory, which is now being operated steadily.

There is a rumor abroad in Europe to the effect that the Bolsheviks have entered into agreement for the export to England and Scandinavia of timber representing a value of £8,000,000, and also that the British government has purchased from the Soviet party one million railway sleepers.



There's Many a Slip—!

What does it avail a man that he builds well if he fails to paint his dwelling?

It is easy for even the novice to build a good sawmill (if he has the money) but after the mill starts to saw lumber *knowledge* that comes only through long experience and study counts most.

Our manufacturing plants (four sawmills—three veneer plants) are not only as perfect as money plus experience can make them but—each plant is designed to cut only certain stock.

Trained supervision follows the product from the woods (where twenty men are needed to pick the quality of timber we want) to the shipping platform. Deviation from consistent merit is impossible.

Try Wood-Mosaic standard of white oak, walnut, ash, poplar and other hardwood lumber—sawed quartered white oak veneers, sliced and rotary cut walnut veneers and rotary cut yellow poplar cross banding.

WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY

Experienced Care
in Handling is
the Basis of Our
Recognized Quality

Pacific Coast Veneer Makers Organize

Association Hopes to Introduce and Encourage Use of Western Veneers in All Markets of This and Foreign Countries

Another decisive step toward the organization of the veneer manufacturers of the Pacific Coast into an association was taken at a meeting of representative members of the far western branch of the industry at the Multnomah Hotel, Portland, Ore., Nov. 17. The manufacturers received the report of the organization committee, consisting of F. B. Knapp of the Forest Products Company, Portland, chairman; S. A. Sizer of the Raymond Veneer Company, Raymond, Wash., and C. W. Schuh of the Columbia Box & Veneer Company of Puyallup, Wash. They then adopted the recommendation that the manufacturers of sheet veneer, crates, berry and grape slices and other veneer products, immediately form an association, more or less restricted in its scope and principally to disseminate information as to market conditions and the standardization of process and grades covering the products of the veneer industry as now represented along the Pacific Coast.

The meeting, on the recommendation of Mr. Sizer, authorized the selection of a committee on organization to draft a constitution and by laws and report at a general meeting of the veneer manufacturers to be held at the Multnomah Hotel, Portland, Nov. 30. Mr. Knapp was then appointed a committee of one to carry out this purpose and instructed to report at the meeting designated.

The fundamental purpose of the association, according to the remarks made at the Nov. 17 meeting, will be to develop further markets for the products of western veneers. When Mr. Knapp, concluding his report, asked for suggestions as to the services the association might render, Mr. Sizer said that he foresaw that this primary organization might be expanded into an association or agency which would cover the broadest possible scope of endeavor in the introduction of western veneers into all of the markets of the United States as well as foreign markets, which now seem to offer attractive prospects. Mr. Sizer particularly pointed out the necessity for care and refinement in manufacture and uniformity of grade in placing the western products in primary markets in the best condition as regards manufacturing, grade and conditions of loading, in order not to detract from the possibility of expanding the market through carelessness in handling the products.

Mr. Schuh endorsed these remarks and further elaborated them on the necessity of the industry becoming firmly established in its care of grading and handling of products going into new markets.

During the afternoon session F. W. Gates of the Gates-Irwin Veneer Company, Portland, addressed the meeting with regard to his recent trip to the East, outlining the views of eastern users who had recently received their

first shipments of western veneers. His remarks indicated the satisfaction with which these products had been received by the eastern trade and the prospect of a considerable call for western products because of these trial orders. Several others elaborated these remarks with their experiences with the eastern market, all of which were encouraging as to the extended use of western veneers in the middle western and eastern markets, especially for core stock, sheet stock and wirebound box material.

The following information committee was named: J. W. Beiger, Beiger Veneer Company, Kelso, Wash., face stock and core stock; J. S. Taylor, Multnomah Lumber & Box Company, Portland, Ore., California slices; Mr. Sizer and E. S. Downing, Willamette-Pacific Box Company, North Bend, Ore., drum stock, grape covers and orange slats; Mr. Sizer and Mr. Knapp, wirebound material and sheet stock.

In Eastern veneer circles very little is heard relative to veneers made from woods indigenous to the Pacific Coast. But the veneer industry is developing in the Far West, chiefly in the making of veneers for boxes and other packages, and secondly for corestock and crossbanding for panels. Veneers from Douglas fir, alder and maple, however, have made some headway as face veneer stock. At least one large eastern furniture manufacturer has interested himself in Pacific coast veneers and has bought quantities of them for use in his factory.

Veneers are being cut on the coast from spruce, cedar, white pine and cottonwood, in addition to the other woods mentioned. Douglas fir is said, however, to have the greatest future in veneers of all the western woods. What recommends it is its inexhaustible quantity, beauty of figure and low moisture content. As a face veneer Douglas fir is already being used extensively on door panels and interior trim. The heavy demand for veneer from this species, however, is for wire-bound box stock. Most of the fir is cut to one-seventh-inch thickness, glued up three ply and sanded to three-eighths inches.

The fir logs must be thoroughly steamed or boiled before peeling into veneer, because of the hardness of the wood and the unusual toughness of knots. The heating process, however, puts the wood in good condition for veneer cutting, and the knots do not injure the knives.

Enormous quantities of wire-bound box stock are made from fir. A great deal of such stock is shipped east.

Battery separator stock, about one-thirteenth of an inch, is being made from western red cedar. There is considerable demand for this kind of veneer, but some difficulty is experienced in getting stock of even thickness, as the lathe operators have difficulty in manipulating the pressure bar.

(Continued on page 38)



THE WILLIAMSON VENEER CO.

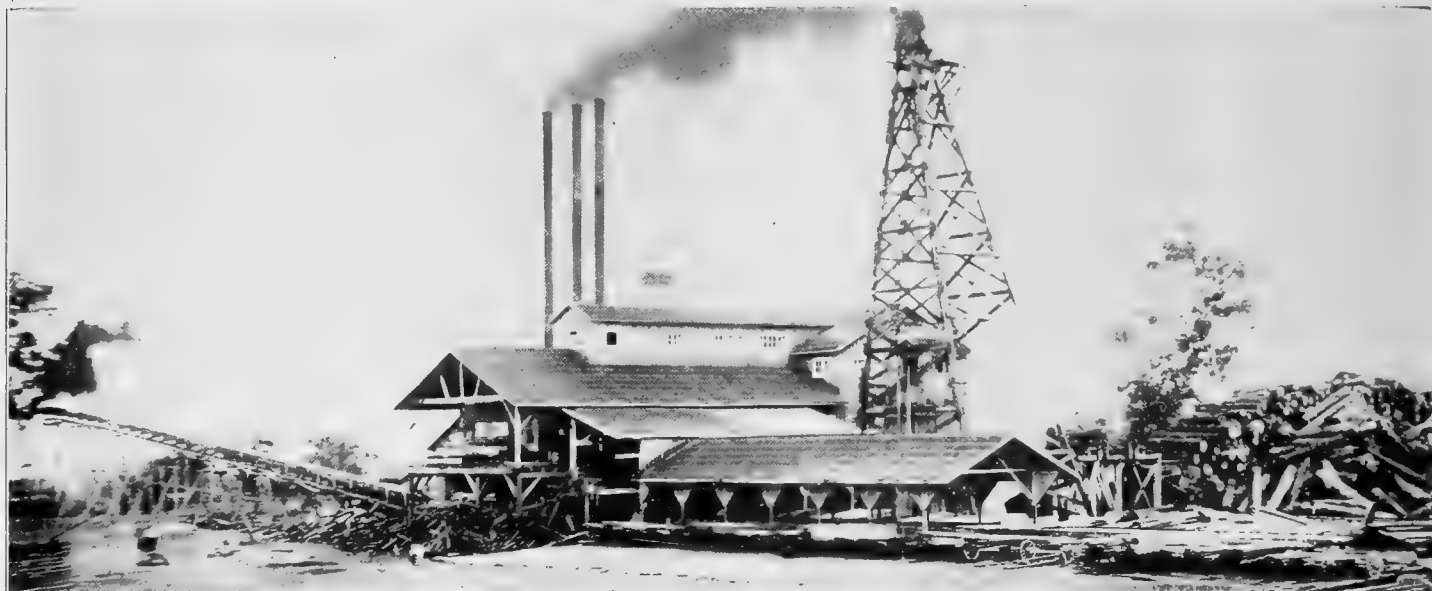
WALNUT BUTTS
MAHOGANY
LONG WALNUT
OAK & POPLAR
&
OTHER FANCY
WOOD VENEERS



BRANCH OFFICES	MILLS	AND SHOW-ROOMS
JAMESTOWN N.Y.	BALTIMORE, MD.	HIGH POINT, N.C.
NEW YORK CITY	FORTY-FIRST ST. & SIXTH AVE.	28 E. JACKSON BOULEVARD - CHICAGO, ILL.

CHOICE ASSORTMENT OF TENNAS DELTA HARDWOODS

BLACK GUM		6 1/4" No. 1 Common & Better	10,850'	4 1/2" No. 2 Common	50,000'	4 1/2" No. 1 Common	15,000'
4 1/2" No. 1 Common & Better		PLAIN RED OAK		4 1/2" No. 3 Common	50,000'	6 1/4" No. 1 Common	26,800'
ELM		4 1/2" FAS	50,000'	6 1/2" No. 2 Common	37,000'	QUARTERED RED OAK	
1 1/4" Log Run		1 1/4" No. 1 Common	200,000'	6 1/2" No. 3 Common	20,000'	1 1/4" No. 1 Common & Better	
PLAIN RED GUM		4 1/4" No. 2 Common	150,000'	PLAIN WHITE OAK		QUARTERED SAP GUM	
4 1/2" FAS		4 1/4" No. 3 Common	100,000'	4 1/4" No. 1 Common	100,000'	1 1/4" No. 1 Common & Better	
4 1/2" No. 1 Common		1 1/4" Sound Wormy	19,000'	1 1/4" No. 2 Common	100,000'	QUARTERED WHITE OAK	
4 1/2" No. 2 Common		PLAIN SAP GUM		QUARTERED RED GUM		4 1/4" No. 1 Common	
		1 1/4" No. 1 Common	200,000'	4 1/4" FAS	20,000'		



The Mill That Produces 20,000,000 Feet Annually "Clayton Quality" Southern Hardwoods from the Tensas Delta

Band Mill
CLAYTON, LA.

UTLEY-HOLLOWAY COMPANY

Gen'l Offices, Conway Bldg.
CHICAGO, ILL.

(Continued from page 30)

Sitka spruce takes first place in supplying the great fruit regions of California and the Pacific northwest with packages. The fact that the wood is light, strong and free from odor, with low moisture content, causes huge quantities of it to be cut into veneer for fruit packages. It is peeled green into veneer and shipped without drying to point of manufacture, as there is no danger of its moulding or staining. Berry boxes, grape baskets, onion crates, wire-bound box stock, coffee drums, orange, lemon and other crates are made of spruce veneer.

Spruce is recommended by the westerners as good for crossbanding where basswood, gum and other eastern woods are used. It is hard, however, to cut spruce for crossbanding, as the fibres of spruce tear easily in cutting, which makes the wood look rough. Steaming or boiling and careful knife setting are employed to avoid breaking fibres. Considerable knife trouble results from the extreme hardness of spruce knots; but it is said that a skilled cutter, with a sharp knife can cut smooth veneer from clear spruce that has been properly steamed or boiled.

The scarcity and inaccessibility of western white pine will not permit this wood to be an important commercial veneer factor. The wood is white, cuts smoothly and takes a handsome finish. It has been used effectively in pattern and cabinet work.

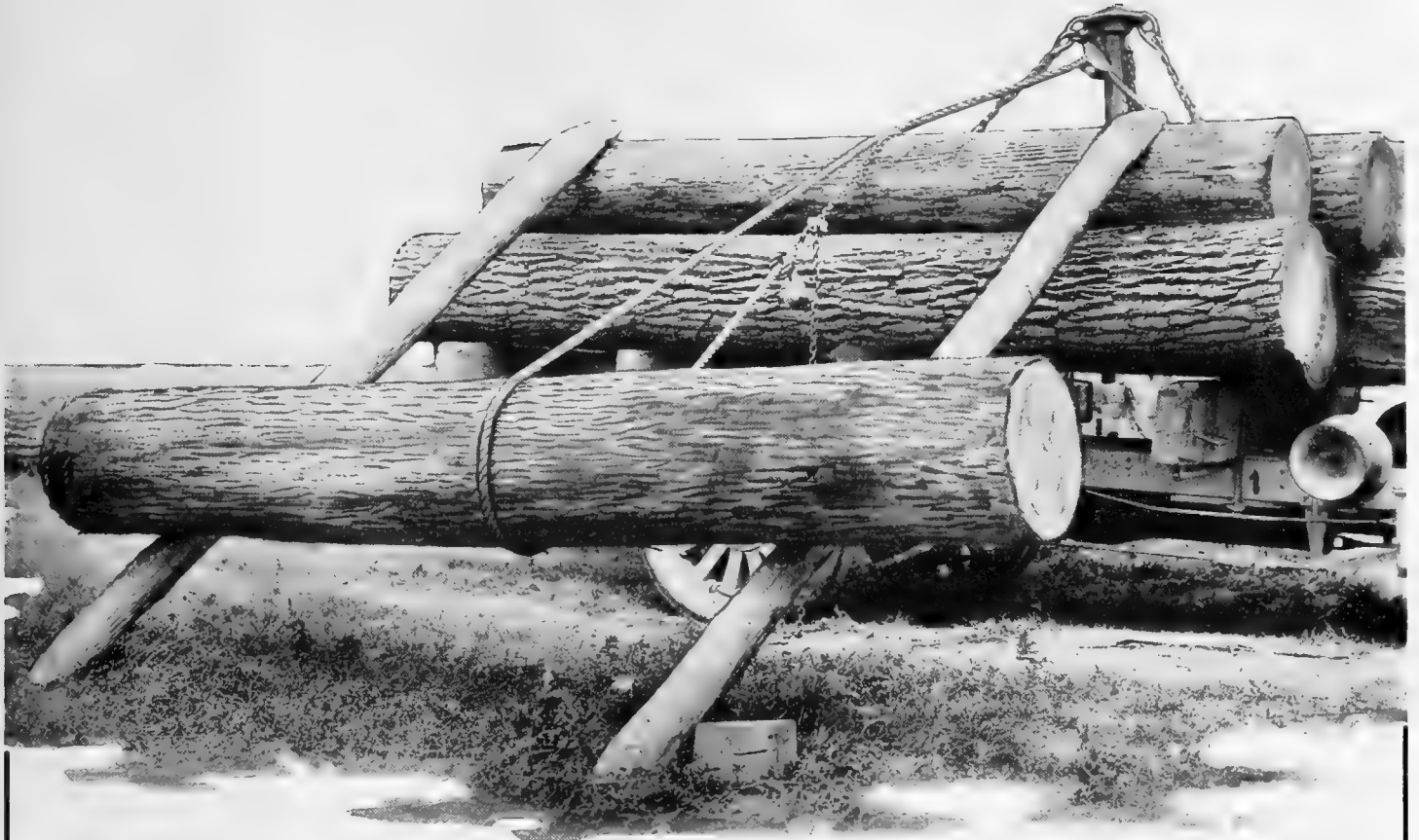
Cottonwood is an extremely difficult wood to handle in the manufacture of veneers. It is hard to peel and

must be cut with a sharp knife, as the wood is inclined to wool up. It is also necessary to cut it cold, as steaming increases its tendency to become woolly. Cottonwood moulds readily and must be dried immediately after cutting to prevent moulding and souring. The veneer must be dried slowly, with the circulation across the grain, and the ends and centers of the sheet held down with weights to prevent warping and curling.

When properly cut and dried the wood makes excellent centers, corestock and crossbanding. As face stock, cottonwood veneer has been used to make imitation Circassian walnut panels.

The western alder has been praised for its resemblance to mahogany. But it is said to be desirable not so much for its face as for the way the wood will take white enamel. Very little alder is being cut into veneer. It peels easily, but the average alder log is so small that the veneer does not have much value for corestock or centers.

Maple is the choicest of the western woods for crossbanding and face work. The maple has a very attractive figure and veneer cut from the maple burl is particularly beautiful. Maple timber averages much larger in size than the alder and a much larger percentage of clear stock can be obtained from a maple log. The grain being very fine, a smooth-surfaced veneer may be cut from maple. The low moisture content permits rapid drying, which is necessary, as there is an acid in the green wood which will result in staining and moulding if the veneer is not dried immediately after cutting.



WE STILL GET NORTHERN GROWN LOGS IN ABUNDANCE

FOR three generations this house has prided itself on cutting nothing but the choicest Northern grown hardwoods and cutting them right.

Our supply is still maintained only because, through long acquaintance, we have charted virtually every desirable tree in Northern Indiana and Ohio and Southern Michigan, and because we have built a modern power log-hauling department that insures deliveries. Always improving methods of manufacture have long been a point of family honor.

The buyer of our products gets the double benefit.



HOFFMAN BROS. CO.
FORT WAYNE INDIANA



"The Cabinet Wood Superlative"

No "Jimmies" Needed

In Walnut furniture, no matter how old or how new, the drawers slide smoothly and the doors open and close without jamming. If the workmanship is good, give the cabinet-maker the credit. He in turn gives Walnut most of the credit—because often he has done just as careful work in other woods and then has been blamed, perhaps, because the moving parts "stuck." So *he likes Walnut*. ("It gives his skill a real chanst.")

The supreme beauty of Walnut, in addition to the above qualities (and plus its "workability" and its "carvability"), accounts for the world-old supremacy of Walnut as a cabinet-wood—and its price permits its use in *every grade* of furniture that the careful buyer is likely to ever consider.

It will help you in your furniture buying to *know all about* American Walnut. (The furniture man will respect your discrimination. He knows the facts—and is glad you do.)

Don't fail to WRITE NOW for the WALNUT BOOK—edition de luxe—which will come by return mail with our compliments—and our confidence in your appreciation of its value.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

Room 1024, 616 South Michigan Boulevard, Chicago

ALL BRANCHES OF THE FURNITURE TRADE

are feeling strongly the Effects of the series of tributes to our American Walnut which are running continuously in most of the Best Publications in America. Above is an example.

THERE ARE STILL A FEW FURNITURE HOUSES IN THE COUNTRY

who are giving their better-posted competitors a great advantage over them with the Best Trade. WHY? Simply because they "heard somebody say" that American Walnut was getting scarce. *Let them ask us for THE FACTS!* (See address above.)

St. Louis Furniture Makers Plan to Revive Trade

St. Louis furniture manufacturers who are the heaviest consumers of hardwood lumber in the city, and who for weeks have bought but sparingly, are expected to get into the market more heavily after Jan. 1, if not before, due to a plan with which most of them will endeavor to overcome stagnation in their trade. Practically all of the St. Louis makers of furniture will put out an entirely new line of furniture by the opening of 1921.

The furniture makers have almost stopped buying lumber, because in turn retail merchants have almost stopped buying furniture, due to the prevalent expectation that prices will drop. The manufacturers made large quantities of high priced furniture out of high grade lumber, with which the retailers stocked up, and now the retailers are holding their buying to a minimum and selling what they have as best they can.

This has reduced most of the St. Louis factories from their normal output to little better than half-time operation, and as a natural result has slowed up their purchases of hardwood lumber.

During the wartime period and as long as prices remained at their crest, furniture factories did not evolve any new styles in furniture, for the reason that they could not keep up with their orders for the old ones. Now that condition has changed, and practically every one of the leading factories here will put out an entirely new line Jan. 1, at readjusted prices, which an authority in the in-

dustry has predicted will show a decrease of 10 to 15 per cent under those which have prevailed for some time.

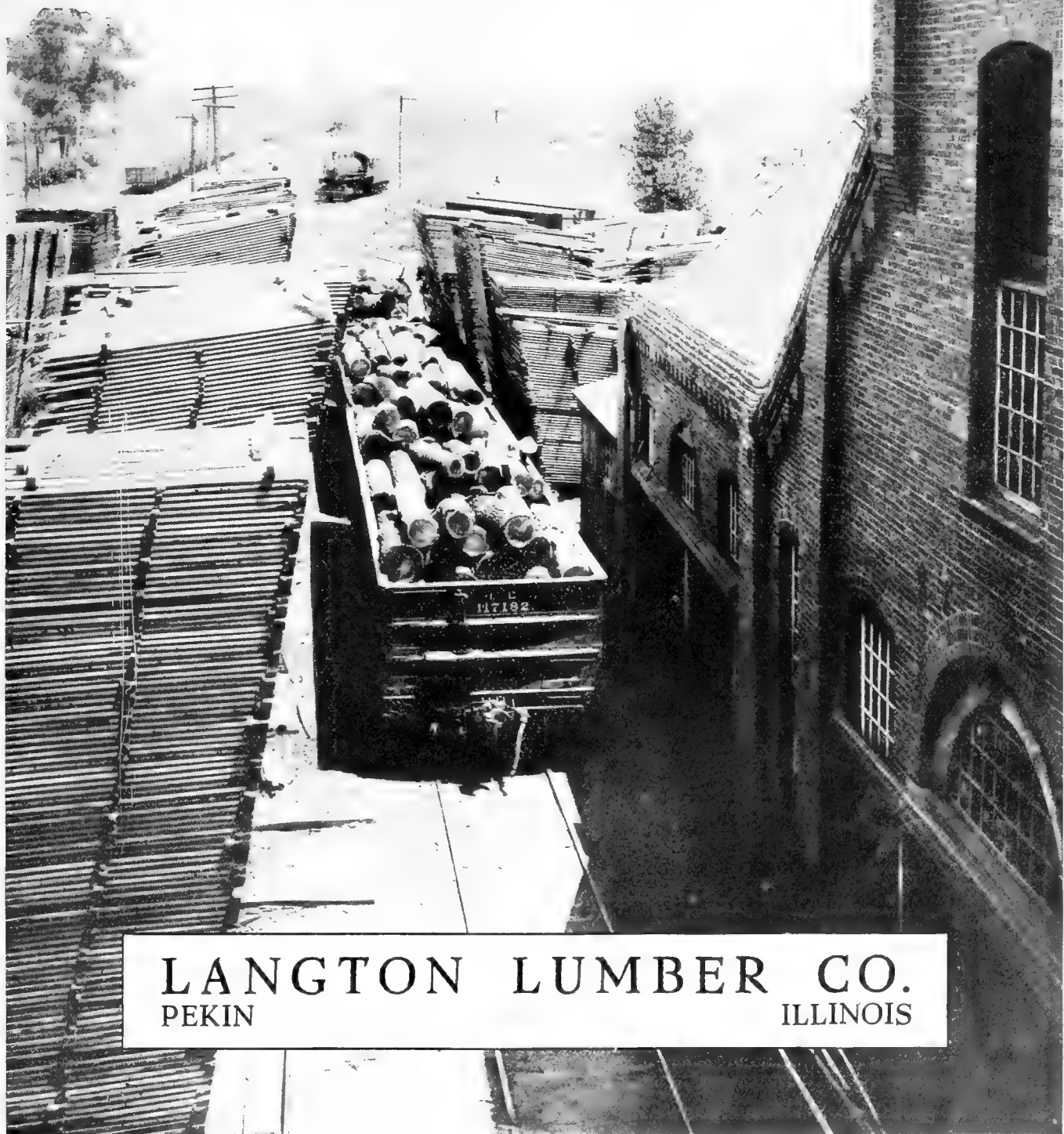
With the issuance of these new lines the makers hope to revitalize their industry which has been approaching a state of stagnation.

Mrs. George Lucas, wife of George Lucas, one of the officers of the Orinoco Furniture Company, of Columbus, Ind., was killed; Mr. Lucas and J. M. Hamilton, president of the Blanchard-Hamilton Furniture Manufacturing Company at Shelbyville, Ind., were injured and Mrs. Hamilton and a chauffeur narrowly escaped serious injury recently when an automobile in which they were riding was struck by another machine and overturned. The party had been to Lafayette, Ind., to attend a football game and had started home in the Hamilton limousine when the accident occurred.

The New Albany (Ind.) Veneer Company, recently received judgment for \$16,000 against the Talge Mahogany Company, of Indianapolis after a week's trial in circuit court. The New Albany company had brought suit for \$25,000 alleging that the Talge company was indebted to the plaintiff in the sum of \$18,873 under the provisions of a sub contract by which the New Albany company constructed plywood parts for airplanes for the Talge company, which had a contract to provide the material to the signal corps of the United States Army during the war.

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS

CLICK'S VENEER TABLES

**Absolutely Necessary in Determining
Square Foot Contents—Five Times the
Information—½ the Time to Find It**

Written by a practical Veneer Manufacturer

—Indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book. —the tables cover all inches and fractions from 1/16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

A Book YOU Need Every Day

The Most Up-to-Date and Practical Tables
Published

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HARDWOOD RECORD, Chicago, Ill.

Gentlemen:

Please forward immediately192.....
copies of **CLICK'S
VENEER TABLES**, for which we will pay you \$7.50 each on
receipt of your bill.

THE DEAN- SPICKER CO.

Manufacturers of

VENEERS

Oak — Mahogany — Walnut

AND

LUMBER

22nd St. and So. Crawford Ave. Chicago

Made in St. Louis by

St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING MICH.

Four species of true mahogany are now recognized by botanists. *Swietenia mahagoni* is confined to the West Indies and the tip of Florida. Along the northern coast of South America is the Venezuelan mahogany, *Swietenia candolliana*, a newly described species. In Mexico and Central America are the baywood, *Swietenia macrophylla* and the small-leaved species, *Swietenia microphylla*. The hardest and heaviest grades are produced by *Swietenia mahagoni*. Some of the other species produce wood as light and soft as Spanish cedar.

The Diamond Veneer Company, of Shelbyville, Ind., was damaged by fire recently when sparks falling on a collection of fine soot on the top of the boiler ignited. Because of the distance from fire hydrants firemen had trouble in extinguishing the blaze.

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THE St. Louis Basket & Box Co., of St. Louis, Missouri, bought the first Coe Dryer in 1902. They bought their FOURTH Coe Dryer in 1919. They cut a great variety of woods into Veneers and have tried other methods of drying. Ask them what they think of the

COE AUTOMATIC ROLLER VENEER DRYER

It is noted for—Its satisfactory service; its labor saving; the high quality of its product

THE COE MANUFACTURING COMPANY

PAINEVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT

GUM PLYWOOD

Made from Rotary Cut Veneers for High Grade Cabinet and Interior Work

DRAW BOTTOMS

CASE BACKS

Also WATERPROOF GUM PANELS

STOCK SIZES

CAR LOTS

DIMENSION SIZES

If interested in any of the above write for full details

ALLEN-EATON PANEL CO., Memphis, Tenn.

CHICAGO MILL AND LUMBER COMPANY

Chicago Mill Warehouse service is a convenience to manufacturers who are desirous of reducing their stock for inventory without impairing production efficiency due to depletion of materials necessary to fill current orders.

Less than car lot requirements, as well as car lot, are given prompt attention.

We offer for your selection a varied stock. The convenience of our shipping facilities is an assurance of prompt delivery.

Stock on hand for immediate shipment consists of

Gum, unselected, selected red, and figured red, **Pine, Poplar, Birch, Basswood**, and **Maple** sheet stock in standard thicknesses, widths, and lengths.

Our stock list will be sent to you upon request.

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
CONWAY BUILDING—111 W. WASHINGTON STREET

CHICAGO

OPERATIONS: CLARENDON, HELENA, AND BLYTHEVILLE, ARKANSAS

Clubs and Associations

Chicago Hoo-Hoo Initiate Sixteen

The Chicago chapter of the concatenated order of Hoo Hoo was in its teline glory the evening of Dec. 8, when the coveted degree of the Black Cat was conferred upon sixteen mewing kittens, with all appropriate ceremonies. The concatenation was distinguished by the presence of L. M. Tully, Snark of the Universe, and Henry R. Isherwood, secretary-treasurer of the order, both of whom addressed the concatenation. A turkey dinner was served at 6:30 o'clock, followed by the concatenation. Sprightly vaudeville entertainers enlivened the dinner.

The visiting officials spoke of the rapid growth of Hoo Hoo during the past year, and of its continued gain in prestige. They declared that while the membership of Hoo Hoo is not yet recruited to the strength it enjoyed some years ago, the prestige of the order is greater than ever before.

Old Reconsigning Charges Apply

The Interstate Commerce Commission has given District Manager Thompson, of the Louisville offices of the Southern Hardwood Traffic Association, a ruling under which "reconsigning charges apply as of date of shipment from point of origin." This means, according to the association, that "cars which left point of origin prior to the date of recent general increases (Aug. 26, 1920, on interstate traffic) and reached the reconsigning point after that date are subject to the old reconsigning charges and not the new."

Implement Men Chose Chicago

In order to assure a maximum attendance at the twenty-eighth annual convention of the National Implement and Vehicle Association, Chicago has been chosen as the location for that event, and the dates of Oct. 12, 13 and 14, 1921, have been selected.

This decision was made at the Nov. 11 meeting of the Executive and Advisory Committees of the association and their action will be of especial interest to western manufacturers, some of whom were unable to leave their factories for the extended period which was required in order to attend the recent successful convention at Atlantic City.

National Lumber Manufacturers' Association Will Move to Washington

The headquarters of the National Lumber Manufacturers' Association will be moved from Chicago to Washington, D. C. The directors of the association voted to authorize the move at a meeting held at the Congress hotel, Dec. 1, following a careful consideration of the question in debate.

The motion, which provided that Dr. Wilson Compton, secretary-manager of the association, should move to the federal capital, left to later decision the question of what departments shall be maintained in Chicago. According to the suggestion of John H. Kirby, president of the association and chairman of the board, who presided at the meeting, the Engineering Bureau, which has been in charge of C. E. Paul, and the Trade Extension Bureau should be continued at Chicago. He said he did not think the corporate headquarters of the association should be changed, and said that he believed the convention and directors' meetings should be held either in this city or some other equally central point.

The proposal to move was urged by members representing every section of the country, who agreed that it would be of advantage to the association to have its headquarters in Washington, because of the increased efficiency and directness it would allow in dealing with National questions affecting the lumber industry. It would also improve opportunities for securing information of value to the association.

After hearing a paper from Junius H. Brown on the functions of the traffic department, the directors voted to change the official name of the committee from traffic to transportation committee, and that the membership of the committee include lumbermen as well as traffic men. Mr. Brown urged the retention of Frank Carnahan as transportation secretary.

Mr. Carnahan was in attendance at the meeting and discussed transportation. He said that there should be more aggressive effort on the part of lumbermen to stimulate the railroads to move lumber. Mr. Carnahan said there is no reason why lumbermen should not compel the classification of lumber as preferential freight instead of dead freight. He urged the handling of transportation "in a national way," saying that "the lumbermen should go to the front for improved conditions."

Considerable time was given to the discussion of taxation problems, one of the concrete results being the adoption of a resolution providing for the appointment of a special committee to go to Washington and request a hearing with the Treasury Department with a view to securing certain changes in the present regulations. This resolution was the one drafted at a conference of the Taxation Committee, headed by R. B. Goodman, chairman of the Bureau of Economics of the National Association, with Major David T. Mason, chief of the Timber Section Bureau of Internal Revenue, and other lumber interests. The resolution urged that the manufacturers desire an opportunity to put their stocks in at the prices they can get for them, not what they cost. Mr. Goodman expressed the opinion that if losses were suffered during one annual period, the condition might be made the basis of computing taxes for another year. Mr. Goodman put

this suggestion in the form of a motion, which was carried with the instructions that it be presented to the Treasury Department.

The directors indorsed the American Forestry Association bill, recently formulated in Washington for presentation at the next session of Congress. The ratification of the directors followed the reading by Dr. Compton of a report from Geo. S. Long, chairman of the committee on forestry, who with E. T. Allen, representing the association at the joint conference which formulated the measure.

The directors decided to appoint a committee to confer with members of the National Retail Lumber Dealers Association to discuss adoption of a uniform order blank.

Hard for Carriage Makers to Agree

The executive committee of the National Carriage Builders' Association of the United States held a meeting at Evansville, Ind., on Thursday, Dec. 2, for the purpose of selecting the place of holding the national convention of the association some time in the fall of 1921, probably October. Both Cincinnati and Evansville put in bids for the convention, but after several votes taken by the committee the result was a tie each time, and it was then decided to put the question up to the entire membership of the association. G. W. Huston of Cincinnati, secretary-treasurer of the association, who attended the meeting at Evansville, was instructed to send out letters to all the members of the association at once, who will vote by referendum and decide upon either Evansville or Cincinnati as the next convention city. Louisville, Ky., had been expected to ask for the convention, but its name was not presented to the executive committee for consideration. Mr. Huston said that during the past year more than 500,000 horse carriages were manufactured in the United States. At the present time there is a slump in the carriage manufacturing business. In the evening the members of the executive committee were entertained at a banquet by H. A. White of High Point, N. C., who came to Evansville for the meeting. The national convention this year was held at Richmond, Va.

St. Louis Lumbermen Hear Senator

The Lumbermen's Exchange of St. Louis held its semi-monthly luncheon at Hotel Statler Tuesday, Nov. 30. Senator Selden P. Spencer, junior United States senator from Missouri, was the guest of honor. Senator Spencer made an informal address, in which he discussed immigration and taxation and answered innumerable questions asked by various of the 64 lumbermen present as to probable action to be expected on economic problems by the next Congress.

Memphis Club Will Honor War Heroes

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting at the Hotel Gayoso Saturday, Nov. 27, decided, by unanimous vote, to honor the members of this organization who participated actively in the world war. On motion of H. J. M. Jorgensen, a former president, seconded by J. D. Allen, Jr., another former president, the club authorized the appointment of a committee of three to investigate the subject and recommend the most fitting method of doing honor to the members who put themselves in line for the supreme sacrifice in response to the call of their country and humanity. The committee consists of H. J. M. Jorgensen, chairman; George C. Ehemann and J. F. McSweyn. By a rather striking coincidence, all the sponsors of this movement and all members of the committee have enjoyed the distinction of being head of the Lumbermen's Club. The committee is expected to submit its recommendations at the meeting next Saturday, December 11.

W. F. Holzgrafe, first vice-president, who occupied the chair in the absence of President J. V. Rush, announced the following committees to select candidates for officers and directors during the ensuing year: No. 1—Frank A. Conkling, chairman, R. C. Stimson and J. T. Jones; No. 2—E. L. McAllen, chairman, J. R. McFadden and O. M. Krebs. These committees will announce their candidates at the meeting Saturday and the election will follow one week later, Dec. 18. Mr. Holzgrafe, on behalf of President Rush, specifically warned the committees that neither they, nor their friends nor their nominees were to do any electioneering until after the candidates named had been formally submitted to the club. The race will be "on" and electioneering will be the order of the day long before the club adjourns next Saturday. Indeed, it is a foregone conclusion that, after the names of the candidates have been presented, little business can be transacted because every candidate and every candidate's friends will be seeking pledges from his neighbor, with such a resultant hubbub that nothing can be done but turn the candidates and their friends loose and let them "take it out" on each other.

J. L. McRee, prominent member Memphis bar, addressed the club on taxation. He told the lumbermen to be certain that they paid their merchant's privilege tax for the reason that failure on their part to do so would deprive them of any standing before the courts of the county in the event they sought to enforce payment of outstanding obligations through legal process. He also informed the members of the club that stocks of neither logs nor lumber brought into Memphis from Tennessee, Arkansas or Mississippi were subject to tax as the law held them to be, directly or indirectly, "products of the soil." Mr. McRee said he had intended talking about "excess profits" but that he had learned, just before coming to the meeting, that, owing to the decided reversal in the lumber industry, lumbermen would be interested in anything more than in a discussion of excess profits for the reason that there are not going to be any.

With the Trade

Arkansas Lays Off 5,000 Lumbermen

Five thousand men employed in the lumber industry in Arkansas have been laid off since the middle of last month, according to estimates of the State Labor Department, based upon reports from all parts of the state.

It is estimated that likely another 1,000 men have been affected in one way or another by the reduction of hours or partial shutdown of mills and other plants in the industry, the department states.

Supreme Court Upholds Stark

The supreme court of Tennessee has affirmed the decision of the chancery court at Memphis awarding to James E. Stark & Company, Inc., of Memphis, damages in the sum of approximately \$27,000 against the Kelsey Wheel Company for alleged breach of contract. The litigation grew out of alleged refusal on the part of the defendant company to accept a portion of a contract for lumber purchased for the manufacture of vehicles for the government during the war with the central powers.

The association points out that this represents from 50 cents to \$2 on each car and that, if documents are submitted showing that shipments left their origin prior to Aug. 26, the overcharge can be recovered.

Chinnock in Bankruptcy

The first bankruptcy petition for several years to be filed in Memphis by any one connected with the hardwood lumber industry is that of E. E. Chinnock, a lumber broker. He lists liabilities with the clerk of the United States district court of \$33,618.04, while his assets are scheduled at approximately \$24,000 principally in alleged "slow" accounts. A striking feature of the petition is the disclosure that practically all of the creditors of the petitioner are unsecured, secured claims amounting to only approximately \$3,000.

Now Brown-Bledsoe Lumber Company

Announcement has been made by Ward F. Brown and Thomas B. Bledsoe that the name of the lumber firm of Brown-Bowman & Bledsoe has been changed to the Brown-Bledsoe Lumber Company. The change affects the name only. The company's office is in the Munsey building, Baltimore, Md.

Bruce Talks on Advertising

A most attractive and illuminating brochure on the advantages of advertising has been issued by the E. L. Bruce Company, hardwood flooring and lumber manufacturers of Memphis, Tenn., and Little Rock, Ark., to the retail lumber trade. The booklet urges the retailer to supplement the manufacturer's advertising with advertising of his own, which localizes the proposition and makes direct sales for flooring. The manufacturer's advertising creates the interest and the goodwill, says the Bruce booklet, but the retailer must make the sale.

Godfrey Holds Unloading Contest

The Godfrey Conveyor Company of Elkhart, Ind., concluded on Nov. 30 an unloading contest between owners of their conveyors. Six cash prizes of \$50, \$25, \$15 and \$10 will be awarded to the owner who during the course of the contest made the best time in unloading a car of coal.

National Lumber Exporters Meet in January

The twenty-first annual meeting of the National Lumber Exporters' Association will be held at the New Willard Hotel in Washington, D. C., on Wednesday and Thursday, January 26 and 27, 1921. The opening session will convene on Wednesday, January 26, at 10 a. m., according to announcement made by Harvey M. Dickson, secretary, Baltimore, Md.

West Virginia Lumberman Dies

Horace F. Henderson, father of M. J. and J. H. Henderson of the Henderson Brothers Lumber Company, Clarksburg, W. Va., died at his home in that city Nov. 14 after a brief illness. Mr. Henderson was 71 years old, a faithful Presbyterian, a thirty-second degree Mason, a Knight Templar and a member of the Independent Order of Odd Fellows. Mr. Henderson was buried in Pompey, N. Y.

Waltman May Again Lead Club

At the next monthly meeting of the Evansville Lumbermen's Club at Evansville, Ind., that will be held at the New Vendome Hotel in that city on Tuesday, December 14th, it is expected that Joe Waltman, president of the Evansville Band Mill Company, will be re-elected president of the club, which position he has held during the past two years. He has made a most popular presiding officer and there is a keen desire that he be honored in the job for another year. William S. Partington, secretary-treasurer of the club for three years past, will be re-elected to his position by acclamation, it is predicted. Mr. Partington is the traffic man for the Maley & Wertz Lumber Company and is one of the most popular lumbermen in southern Indiana and has done much to build up the membership of the Evansville Lumbermen's Club during the past few years.

Charles B. Willey Meets Sudden End

Charles B. Willey, son of the late Cameron L. Willey, founder and lead of the C. L. Willey Lumber Company of Chicago, succumbed to an attack of heart disease on Nov. 27, while on a hunting trip near Liverpool, Ill. Mr. Willey was thirty-seven years of age and was president of the C. L. Willey Lumber Company. He was a member of the Midlothian, the South Shore and the Illinois Athletic clubs. He was also a member of the Mystic Shrine. He is survived by his widow, Mrs. Lulu F. Willey.

Will Spend Winter in Manila

Two officials of the Insular Lumber Company of Philadelphia, Pa., and Manila, P. I., are enroute to the island to spend the winter and remain until April 1. They are W. P. Clark, president of the company, who is accompanied by his wife, and A. E. Edgcomb, general sales manager, who is taking his family. J. Sloat Fassett is also in the party.

W. M. Ritter Publishes Book on Lumber

The most valuable addition to the all-too-scanty literature of lumber, has just been made by W. M. Ritter, president of the W. M. Ritter Lumber Company, Columbus, O., who has just published a book on "The Lumber Business—Organization, Production, Distribution." It is welcomed by the trade not only because of the splendid handling of the subject, but because of the authority it bears as coming from the pen of one of the foremost lumber manufacturers in the country.

Visiting Son in Chicago

August C. Ebenruter, one of the well known hardwood men of Chicago, has just been enjoying a visit from his father, H. J. Ebenruter, and his sister from Plymouth, Wis. Mr. Ebenruter's father is a retail furniture dealer and in a discussion of the probable purchases of retailers in the January market, said their volume would depend largely on the prices quoted. He is of the opinion that buying will be small if the new price lists do not show substantial reductions.

Hardwood News Notes

CHICAGO

The Williamson Veneer Company, which recently established a branch office in Chicago at 282 East Jackson boulevard, announced this week that H. E. Glaeser had joined their staff of salesmen and will represent them in the Middle West territory. Mr. Glaeser is a veneer man of broad experience. The phone number of the Chicago office of the company is Harrison 2771.

Harry G. Uhl has been named assistant to Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, succeeding E. A. Harrington, who resigned from the association's service Nov. 15. Mr. Uhl has already assumed his duties, having come to Chicago from Marion, O., on Oct. 1. He was formerly connected with Associated Editors, a Chicago newspaper syndicate. Mr. Harrington has not yet announced his plans for the future.

Hardwood men are very much agitated by the issuance of Supplement 8 to Kelley's Tariff No. 228, which increased rates by $\frac{1}{2}$ to $2\frac{1}{2}$ cents a hundred pounds on hardwood lumber from points south of the Ohio river into Chicago and eastern territory. The supplement is exceedingly complicated and affects a number of its advances by puzzling combinations of rates.

R. E. MacLean of the I. Stephenson Company, Wells, Mich., is under treatment at the Mercy Hospital, this city, for blood poisoning and is said to be seriously ill.

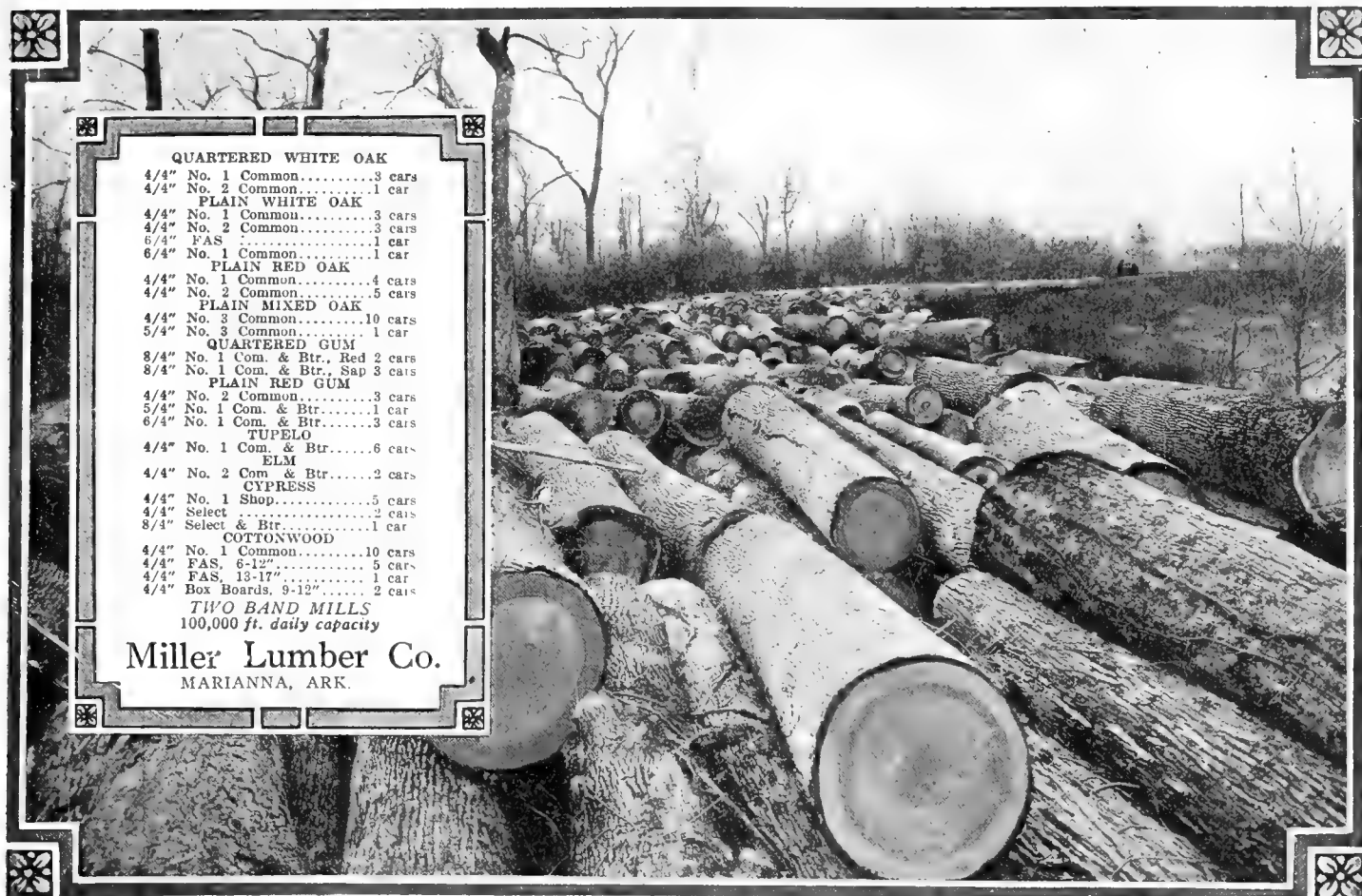
Among the recent visitors in Chicago are the following: Hal Levissee of Scott & Howe Lumber Company, Ironwood, Mich.; F. J. Darke, sales manager J. S. Stearns Lumber Company, Odanah, Wis.; F. E. Brown, general sales manager for the John Schroeder Lumber Company, Ashland, Wis.; Ray McQuillan, manager of the Langlade Lumber Company, Antigo, Wis.; E. L. Davis of the E. L. Davis Lumber Company, Louisville, Ky.; John J. Ferguson of the Ferguson Hardwood Company, Paducah, Ky.; Ben S. Woodhead of the Beaumont Lumber Company, Beaumont, Texas, director of the American Wholesale Lumber Association; A. Vredenburg of the Vredenburg Saw Mill Company, Vredenburg, Ala.; W. J. Loveliss of the Cotton Plant Veneer Company, Cotton Plant, Ark.; A. Lory of F. Lory & Sons (Inc.), planing mill operators at Charleston, W. Va.; V. Osburn, Blumont, Va.; W. H. White of the W. H. White Company, Boyne City, Mich.; Charles Gill of the Charles Gill Lumber Company, Wausau, Mich.; William Eckman, president of the E. & W. Lumber Company (Inc.), South Bend, Ind.

Among the foreign visitors in Chicago during the past week was R. P. Evans, a representative of Edward Chaloner & Company, wood brokers of Liverpool, England. Mr. Evans is in this country to investigate lumber conditions and possibly to place some orders for his firm. He left Chicago for an extensive tour of the southern hardwood manufacturing region.

BUFFALO

Miss Lulu Depew, daughter of Ganson Depew, president of the Good-year Lumber Company, was married on Nov. 24 to Edward de Cernea, of this city. The ceremony was performed at St. Paul's Episcopal Church by the rector, the Rev. Charles A. Jessup. The church was elaborately decorated with white chrysanthemums. A reception followed at the home of the bride's parents in Summer street. Mr. and Mrs. de Cernea will live at 771 West Ferry street.

Buffalo building permits for November numbered 308, with costs of



QUARTERED WHITE OAK		
4/4" No. 1 Common.....	3 cars	
4/4" No. 2 Common.....	1 car	
PLAIN WHITE OAK		
4/4" No. 1 Common.....	3 cars	
4/4" No. 2 Common.....	3 cars	
6/4" FAS.....	1 car	
6/4" No. 1 Common.....	1 car	
PLAIN RED OAK		
4/4" No. 1 Common.....	4 cars	
4/4" No. 2 Common.....	5 cars	
PLAIN MIXED OAK		
4/4" No. 3 Common.....	10 cars	
5/4" No. 3 Common.....	1 car	
QUARTERED GUM		
8/4" No. 1 Com. & Btr., Red	2 cars	
8/4" No. 1 Com. & Btr., Sap	3 cars	
PLAIN RED GUM		
4/4" No. 2 Common.....	3 cars	
5/4" No. 1 Com. & Btr.....	1 car	
6/4" No. 1 Com. & Btr.....	3 cars	
TUPELO		
4/4" No. 1 Com. & Btr.....	6 cars	
ELM		
4/4" No. 2 Com. & Btr.....	2 cars	
CYPRESS		
4/4" No. 1 Shop.....	5 cars	
4/4" Select.....	2 cars	
8/4" Select & Btr.....	1 car	
COTTONWOOD		
4/4" No. 1 Common.....	10 cars	
4/4" FAS, 6-12".....	5 cars	
4/4" FAS, 13-17".....	1 car	
4/4" Box Boards, 9-12".....	2 cars	
TWO BAND MILLS		
100,000 ft. daily capacity		
Miller Lumber Co.		
MARIANNA, ARK.		

\$1,040,000. This compares with 477 permits and \$1,380,000 in the same month of last year, or a loss of 24 per cent. The first eleven months of this year are still ahead of the same period of 1919, the costs being \$12,608,000, as against \$12,213,000. Not much building is in sight for December, although the weather has been favorable so far this month.

One of Buffalo's architects says the building ordinances are to blame for part of the lack of construction work in the city. He says that if the high cost of building was to be reduced here it would be necessary to reduce the "live load" weights which the ordinances call for on each floor of buildings. In Milwaukee the capacity which floors must be capable of bearing is one-half what it is in Buffalo. The cost of school buildings is 10 cents higher per cubic foot than it is elsewhere because of the higher carrying capacity called for per cubic foot of floor space.

A new state park is proposed in Southwestern New York to cover 30,000 acres, much of which has a large supply of second-growth timber. The idea is favored by many persons interested in forestry and game life. Edward F. Brown, head of the camp department of the Palisade Interstate Park, has been inspecting the property at the request of a committee which is promoting the project.

The Domino Lumber Co., which recently went into business here at 1066 Broadway, has filed plans with the city for a frame office building and sawmill. The company owns a timber tract in Allegany County.

BALTIMORE

Harvey M. Dickson, of Baltimore, secretary of the National Lumber Exporters' Association, was in Washington November 23 to see about matters in connection with the hearing on the bill of lading, which took place before the Interstate Commerce Commission on November 15 and 16, which he also attended. All interested parties have been requested to file briefs not later than Jan. 1, next. At the hearing the steamship and railroad lines as well as shippers all over the country were represented by attorneys. The railroads filed one form and the National Industrial Traffic League another. One day was set aside for the railroads and the other for the shippers. Later on an effort will be made to harmonize existing differences, so as to bring all of those interested behind a bill.

Ines Crichton, Liverpool representative of the W. M. Ritter Lumber Company, Ltd., stopped in Baltimore November 23 prior to sailing for home. He had been in the United States for about one month conferring with other officers of the company at headquarters in Columbus, O., on trade

conditions on both sides of the Atlantic, and left the impression that business was very slack on the other side.

The Manning Lumber Company, which was incorporated under the laws of Maryland with a capital stock of \$450,000, has organized by electing Olaf L. Peterson president, William H. Harwick secretary and James P. Rasmussen treasurer. The headquarters of the company, which is expected to carry on mill operations in Florida, are at 215 West Building, Jacksonville. Frank E. Walsh, Jr., is the resident representative here.

Information has been received here that the Richmond Cedar Works, of Richmond, Va., has reduced the wages of all of its 800 employees there 25 percent. The reduction became effective at once.

William Alexander Wilson, a pioneer lumberman of Wheeling, W. Va., died there November 25 at the age of 75 years. He stood high in the Masonic fraternity.

The Hercules Timber Corporation has been chartered under the laws of Maryland with a capital stock of \$500,000 by William H. Grannis, Robert F. Leach, Jr., and Malcolm J. Coan. The incorporators are at 3 East Lexington street, this city.

COLUMBUS

The Shelby Hardwood Company, of Shelby, O., has started a retail lumber business. The company plans the installation of wood working machinery.

H. R. Allen is now the sole owner of the stock of the H. R. Allen Lumber Company, of Columbus, having purchased the interests of his partner.

The authorized capital of the Scott Lumber Company, of Bridgeport, O., has been increased from \$75,000 to \$500,000.

The Crystal Parl Lumber & Coal Company, of Canton, has discontinued its retail business and will hereafter handle lumber in a wholesale way only. The name of the concern will be the Forest Products Company. The concern will represent the Saari-Tully Lumber Company, of Portland, in Ohio and adjoining states. G. L. Heibner is general manager of the company.

The Slagle Lumber Company, of Lima, has purchased the plant of the Ada Lumber & Coal Company, at Ada, and will operate it as a branch of the Lima concern under the management of J. L. Ferrell, who has been yard superintendent of the Lima plant.

Innis Creighton, manager of the Liverpool branch of the W. M. Ritter

Paepcke Leicht Quality Hardwoods

SERVICE

Prompt Shipments—Dry Stock—Uniform Quality and Inspection

Band Sawn and End Trimmed—Full and Uniform Thickness

Complete Product of the Log, in the Grade Purchased

Good Run of Widths and Lengths

QUALITY

ELM			PLAIN RED GUM (Plain Wood)			SYCAMORE			SAP GUM			4/4" No. 1 C. & Sel..150,000'				
4/4"	Log	Run..... 50,000'	4/4"	1st & 2nds..... 75,000'	4/4"	1 C. & B. 13" up. 13,000'	5/8"	No. 1 C. & B... 7,000'	4/4"	No. 1 C. & Sel..150,000'	4/4"	No. 2 Common..100,000'	6/4"	Log Run..... 7,000'		
5/4"	Log	Run..... 100,000'	4/4"	No. 1 C. & Sel.. 100,000'	4/4"	1 C. & B. Reg. wd.50,000'	4/4"	Panel&Wd. No. 1 16,000'	4/4"	Box Bds. 13-17" 75,000'	PLAIN RED & WHITE OAK					
6/4"	Log	Run..... 50,000'	5/4"	1st & 2nds..... 1,000'	5/4"	1 C. & B. 13" up. 5,000'	4/4"	Box Bds. 9-12" 2,000'	4/4"	Box Bds. 13-17" 75,000'	(Mixed)					
8/4"	Log	Run..... 30,000'	5/4"	1st & 2nds..... 1,000'	5/4"	1 C. & B. Reg. wd 100,000'	4/4"	1st & 2nds.....100,000'	5/4"	1st & 2nds..... 30,000'	4/4" No. 3 Common..200,000'					
10/4"	Log	Run..... 35,000'	5/4"	No. 1 C. & Sel.. 50,000'	5/4"	Log Run..... 35,000'	4/4"	1st & 2nds.....100,000'	6/4"	1st & 2nds..... 3,000'	5/4" No. 3 Common.. 75,000'					
12/4"	Log	Run..... 30,000'	6/4"	1st & 2nds..... 7,000'	PLAIN RED GUM (Figured Wood)			6/4"	1st & 2nds..... 3,000'							
16/4"	Log	Run..... 2,000'	6/4"	No. 1 C. & Sel.. 8,000'				6/4"	No. 1 C. & Sel.. 10,000'							
MAPLE			QUARTERED RED GUM (Plain Wood)			PLAIN RED OAK			QUARTERED WHITE OAK							
4/4"	Log	Run..... 35,000'	1/4"	1st & 2nds..... 10,000'	1/4"	No. 1 C. & Sel.. 10,000'	4/4"	1st & 2nds.....150,000'	Thin	No. 1 C. & B... 30,000'						
5/4"	Log	Run..... 7,000'	1/4"	No. 1 C. & Sel.. 50,000'	5/4"	1st & 2nds..... 8,000'	4/4"	1st & 2nds.....150,000'	4/4"	1 C. & B. Strips..... 100,000'						
6/4"	Log	Run..... 50,000'	5/4"	1st & 2nds..... 3,000'	QUARTERED RED GUM (Sap no Defect)			4/4"	No. 1 C. & Sel..200,000'	4/4"	1 C. & B. Strips..... 100,000'					
8/4"	Log	Run..... 25,000'	5/4"	No. 1 C. & Sel.. 15,000'				4/4"	No. 2 Common...150,000'	2 1/2"	5/8"	Log Run..... 100,000'				
10/4"	Log	Run..... 18,000'	6/4"	1st & 2nds..... 10,000'				PLAIN WHITE OAK			4/4"	Log Run..... 125,000'				
12/4"	Log	Run..... 50,000'	6/4"	No. 1 C. & Sel.. 10,000'							5/4"	Log Run..... 25,000'				
												8/4"	Log Run..... 10,000'			

**PAEPCKE LEICHT AND SUPERIOR QUALITY ARE SYNONYMOUS TERMS
TO THE BUYER OF HARDWOOD LUMBER**

PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES
Conway Building
111 West Washington Street
Chicago, Ill.

BAND MILLS
Helena, Arkansas
Blytheville, Arkansas
Greenville, Mississippi

Lumber Company, who was in America for a month inspecting conditions, sailed from New York Nov. 27 to take up his work. He reports a quiet export demand at this time, but says that if there is anything to be done in England next year there will be a good demand for lumber from the United States. The exchange rate is one of the principal drawbacks at this time.

I. C. Harris, formerly a traveler for the Western Lumber Company, of Columbus, in Cleveland territory, has resigned to enter the commission business in Cleveland. Davis Willis of the same company, who has been in the office has been promoted to salesman, covering central Ohio.

The announcement is made that the name of the Brown-Graves-Vincent Company, of Akron, Ohio, has been changed to the Brown-Graves Company.

E. M. Stark, secretary of the American Column & Lumber Company, reports a quiet hardwood trade with little to break the monotony. Inquiries are fair but orders are restricted to immediate requirements. Dealers as well as factories are not inclined to take a chance by purchasing for the future. He looks for a better trade after the first of the year when inventories are finished. Retail stocks are quite low.

The board of directors of the American Column & Lumber Company, recently made an inspection trip of the company's mill at Stark, W. Va. Included in the party were W. W. Stark, E. M. Stark, W. M. Stark, F. B. Squires and C. W. Beard.

W. M. Ritter, head of the W. M. Ritter Lumber Company, left recently on a hunting trip in Florida, where he will remain until about Dec. 20.

F. B. Pryor, salesmanager of the W. M. Ritter Lumber Company, says trade is quiet although some inquiries are coming in. A large majority of the inquiries, however, are simply "feelers" to get the inquirer in touch with market conditions. Factories are still waiting, with the exception of box concerns which are buying low grade stocks. Furniture and implement concerns are not in the market at present. Mr. Pryor looks for

a fairly good business after the first of the year when inventories are completed.

CINCINNATI

Dwight Hinckley of the D. Hinckley Lumber Company and the Yellow Pine Wholesale Dealers' Association has been appointed a trustee of Miami University. Mr. Hinckley attended Miami while his father, H. D. Hinckley, was a trustee of the college.

William Griffith, president of the James Griffith & Sons Company, wood-work manufacturers and contractors, died at his home, 2344 Ashland avenue, Walnut Hills. The deceased was one of the best known building contractors in this section of the country and had been in the business since his boyhood, his father having started in it more than seventy-five years ago. The Griffith planing mill has been located on one site in Cincinnati for fifty-seven years. Mr. Griffith, who is survived by his widow, one daughter and three brothers, was a member of the first court house commission, a member of the Cincinnati Chamber of Commerce, a member of the Scottish Rite Masons, and vice president of the Cincinnati Building Contractors' Association.

Harry Wiborg of 2612 Union Central Building, who has just returned from a business trip through Michigan, New York state and Illinois, expresses the opinion that from his observations a boom is due soon.

The Anguera Lumber & Tie Company of St. Bernard, O., has installed in its yards an electric hoist which can be operated by four men. The hoist, it is said, will do the work of eighteen men and handle timbers of all dimensions. This is the first hoist of its kind to be used in Cincinnati for the handling of finished and semi-finished products.

The M. B. Farrin Lumber Company, Winton Place, has completed several improvements to the plant. The improvements consist of an addition to the office and the construction and equipment of a new mill.

Officials of the Anchor Lumber Company, with offices in the Union Trust building, look forward to a boom the first of the year. They claim that the dull condition prevailing in the hardwood market is greatly due to the dearth of activity in all other markets.

It is said that the almost certain walkout of the members of the Building Trades Council will delay construction and adversely affect the lumber market locally. Already 6,000 members are out and it is believed that the general strike will hinder the contemplated plan of the Hamilton County League of Building Associations, which planned the erection of many residences early in the spring.

J. J. Linihan, sales manager for the Mowbray & Robison Company,

Proctor
DRYERS

Dry enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

PROCTOR AND SCHWARTZ, INC.

Philadelphia, Pa.

Inc., who has been in Europe in the interest of his firm for the last few months, is expected in Cincinnati within the next ten days. It is said that Mr. Linhan has accumulated some very salient information regarding the condition of the European market at the present time. Mowbray & Robinson report a dull market, but expectations of a better trend in the near future.

The trade as a whole will be interested to learn that S. W. Mowbray of the Mowbray & Robinson Company, Inc., who some time ago went to Arizona in an effort to regain his failing health, has reported that the atmosphere of the land of the burning sun is helping him physically.

The Johnston Doppler Lumber Company has joined the Cincinnati Chamber of Commerce. Officials of the company have always been active in civic work in Cincinnati.

Alex. Schmidt of the Kosse Shoe & Schleyer Company has returned to the home office after a trip in the interests of his firm through Pennsylvania. He reports that a large number of factories in the East are either shut down or running half time. Mr. Schmidt says that an upturn is due soon and that the first of February will witness a general return to normal.

INDIANAPOLIS

A permit for the construction of a sawmill and woodworking plant has been asked of the city council of Bedford, Ind., by the Minor Lumber and Wood Working Company, which has plants at various places in the northern part of Indiana.

George Nagle, one of the officials of the Clinton City Lumber Company of Clinton, Ind., and Miss Lulu Mitchell, also of Clinton, were married recently. The couple will live in Clinton. Mr. Nagle is a former service man.

Officials of the Shelby Lumber Company of Shelbyville, Ind., reported on a recent visit to Indianapolis that during the past two weeks they had received a phenomenal trade for hog houses. Bargain prices have been placed which are attracting the farmers.

Word has been received here to the effect that the Jeffersonville, Ind., plant of the American Car & Foundry Company will begin work immediately on 500 wooden gondola cars for the Louisville & Nashville Railroad Company. The work was transferred from the Terre Haute plant, where it was said they were not equipped to take care of the order.

Frank J. Lee, a member of the lumber firm of Carter & Lee, lost control of his automobile near Greencastle, Ind., recently and crashed into a tree, causing the injury of Mrs. Lee. No one else was injured.

One lone giant sycamore tree overlooking the Wabash river bottoms in Gibson county has caused the state conservation commission, citizens of the county and others to make a strenuous attempt to save it from being cut down. It is in the road of a new levee construction.

After a short illness, August H. Meyer, sixty-six years old, lumber and mill owner of Lebanon, Ind., died recently. He is survived by the widow and three children.

EVANSVILLE

The Hercules Corporation of this city has filed articles of incorporation with the secretary of state at Indianapolis and the county recorder of this county. The corporation is a merger of the Hercules Buggy Company, the Hercules Wheel Company, the Hercules Body Manufacturing Company, the Hercules Gas Engine Company and the Indiana Color and Varnish Company. The new corporation was formed as a result of a merger of these various industries in order to cut down the expense of administration and to extend their trade. The capital stock is \$8,000,000 and of this amount \$6,000,000 in stock will be issued at once. The articles of incorporation were signed by William H. McCurdy, John D. Craft and Charles G. Talbott. These three men, together with Lynn H. McCurdy of this city and Albert H. Loeb of Chicago have been named as the board of directors for the first year. The corporate age of the corporation will be fifty years. The Hercules company has been one of the largest manufacturers of buggies in the United States during the past several years. The various plants of the Hercules Corporation now are working on part time, with the exception of the Gas Engine Works, which have been closed down during the past few weeks, but it is expected the plant will resume operations about the first of the coming year.

Incorporation papers for the Maley & Wertz Lumber Company, a successor of Maley and Wertz, hardwood lumber manufacturers of this city, have been filed with the secretary of state at Indianapolis and the county recorder here. The capital stock of the new company is \$500,000 and the following officers have been selected: President, Daniel Wertz; vice president, Susie Wertz; secretary-treasurer, Claude Maley. The incorporation was necessary, as it was desired to change the business from a partnership to a corporation.

One of the largest consignments of logs received in Evansville in several years has been brought to the Maley & Wertz Lumber Company here from points along Green river in Western Kentucky. In the yards of the company here are piles almost mountain-high and more logs are still due to come from the Green river section of the country. Several logging camps along the Green river valley have been engaged for the past several

Receivers' Sale of stock of Kittinger Lumber Yard at Winamac, Indiana January 4th, 1921

W. S. HUDDLESTON, Receiver

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old
stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown
No. 1 & Btr., 5/4.....8 mos. dry
No. 2 & Btr., 6/4.....8 mos. dry

BIRCH
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)
No. 1 & Btr. 5/4, 8 mos. dry.....1 car
No. 1 & Btr. 6/4, 8 mos. dry.....1 car
No. 1 & Btr. 8/4, 8 mos. dry.....1 car
No. 1 & Btr. 10/4, 7 mos. dry.....2 cars

BASSWOOD
No. 1 & Btr. 6/4, 10 mos. dry.....2 cars

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)
Basswood Maple
Elm Walnut
OTHER HARDWOODS

Hunt, Washington & Smith

MANUFACTURERS
SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS
EXECUTIVE OFFICES
SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

FARRIS HARDWOOD LUMBER CO.

NASHVILLE, TENN.
Manufacturers of Southern Hardwoods
Our Specialties:
QUARTERED OAK, POPLAR AND WALNUT
MILLS AT NASHVILLE AND MONTEREY, TENNESSEE
SEND US YOUR INQUIRIES

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

*Manufacturers of the Time Tested
Wolverine Maple Flooring*

Want to move quick quantity of 13/16
and 1 1/16" factory grade. Can also
make prompt shipments of other
grades.

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

months and while most of the logs have been cut for Evansville concerns, a few of them have been sent to Owensboro, Ky., and other points. During the bad winter weather the loggers along Green river will lessen their activities. For a half century most of the log supply for the Evansville mills came from the Green river country and there is still considerable timber to be found in that section.

LOUISVILLE

J. Van Norman, Louisville attorney representing the Southern Hardwood Traffic Association, is in Washington in connection with appearing before the Interstate Commerce Commission in connection with the formal hearing of the Milling in Transit Case of the Louisville lumbermen. The Louisville & Nashville granted some privileges several weeks ago, but refused to grant the planing in transit privilege, which was one of the requests in the formal complaint. Mr. Norman will also attend the meeting of the National Rivers & Harbors Congress, having been one of several men appointed to attend by Gov. E. P. Morrow of Kentucky.

Daniel Wertz of Maley-Wertz Lumber Company, Evansville, in a recent talk before the board of directors of the Indiana Hardwood Manufacturers' Association at Indianapolis stated that he believed that all lumber plants should continue in operation, and that through keeping industry going it would be possible to dispose of more material, and this would result in a more gradual decline in values along with wages. Several Louisville mill concerns have been endeavoring to follow that policy, and have been operating their mills steadily but on a smaller capacity basis.

The Holly Ridge Lumber Company, Louisville, and Chess & Wymond Company have been figuring on drill testing in Louisiana, where the companies have big timber and cut over lands, with the hope of striking some real oil. This came out on Dec. 4, when suits were filed against E. J. Buckingham, San Antonio, Tex., and H. D. Critchfield, Chicago, and the American Surety Company, which bonded the contract. The lumber companies sued for \$5,000 damages, the amount of the bond. The contracts were for one well to have started on June 1, 1920, and the second on Sept. 1. The contractors failed to start work.

The I. B. Wilcox Lumber Company, Louisville, which recently lost its mill at Burdette, Miss., by fire, has not definitely decided just what it will do. The company will rebuild its plant, but just when is a question. George Wilcox returned a few days ago after spending ten days at the mill.

The Navco Hardwood Company, Louisville, turned its new mill near Mobile, Ala., over for the first time on Dec. 2, and has half a million feet of logs (eighty per cent gum) on its yards, and expects to start cutting at once.

A three-story warehouse building has been completed by the Southern Veneer Manufacturing Company, Louisville, this building having 15,000 square feet of floor space, and equipped with a sprinkler system. The company operates a distributing warehouse at Grand Rapids. George F. Kretschmer, Sr., president of the company, is just back from a trip to Grand Rapids, and reported very fair prospects.

R. R. May of the R. R. May Hardwood Company, Louisville, reported that while business wasn't rushing he was getting a very fair run and felt well satisfied with results considering existing conditions. Mr. May is quite optimistic concerning the outlook after the first of the year.

J. L. Dawson of the J. L. Dawson Lumber Company has been very much on the jump for the past several weeks, having spent some weeks in California, and having been busy calling on Central district customers since his return from the West. Dawson is full of pep, although he reports that it is necessary just now to call on reserve pep to sell some of the "hard-boiled" buyers.

Edward L. Davis of the Edward L. Davis Lumber Company has been South for several days past, returning early this week, after dropping in at the company's mills and other points.

W. H. Day of the Wood-Mosaic Company reported that the Louisville and New Albany mills were running on a very fair schedule, and that while local stocks were beginning to get heavy, the company had reason to believe that business in the spring would require a good deal of material.

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, announced on Monday that the Louisville Terminal Committee, of which he is chairman, has been dissolved by the Interstate Commerce Commission, it having completed its work. Mr. Thompson also announced a reduction of three to seven cents a hundred in rates on hardwood from Campbellsville, Ky., to the Carolinas, in behalf of J. V. Stinson & Company, Owensboro, with mills also at Campbellsville.

At the last meeting of the Louisville Hardwood Club heads of some of the local companies were taken to task for failure to appear at meetings themselves, always sending representatives, who are not always well qualified to present the real opinion of employers in discussions that are steadily coming up. An effort will be made to get more active company heads to attend the weekly meetings.

WISCONSIN

The Crookston Lumber Company of LaCrosse has amended its corporate articles to provide for an increase in the authorized capitalization from \$4,000,000 to \$6,000,000. The purpose of the new issue is to accommodate the expansion of the business in the past year or two.

The Northern Woodenware Company of Milwaukee is the name of a new

corporation which has been chartered in Wisconsin to engage in the manufacture of a wide variety of woodenware and wood products. The authorized capitalization is \$150,000. The incorporators are Julius J. Hoehnke, Otto H. Flebing and J. H. Flebing, 620 Hi Mount boulevard, Milwaukee.

The Plymouth Furniture Company, Plymouth, has increased its capital stock from \$50,000 to \$150,000 in anticipation of making improvements to increase its production.

The Moline Plow Company, Moline, Ill., on Dec. 1 reopened its branch works at Stoughton, Wis., after a temporary suspension of operations for about five weeks. The manure spreader department, foundry and forge shop is now running at about 40 per cent of capacity, with hopes of increasing this gradually by the end of the year. George R. Ford is manager at Stoughton.

The Menasha Woodenware Company of Menasha has closed its plant in that city temporarily, pending a readjustment of business conditions, as well as to facilitate the undertaking of an important plant rehabilitation and enlargement program. It is already one of the largest factories of the kind in the world, employing normally from 2,300 to 2,500 operatives. The improvements will be carried out during the winter months under the supervision of Weighmann & Steigely, architects and engineers, 21 North LaSalle street, Chicago.

The T. J. Moss Tie Company of St. Louis has decided to establish a plant in Milwaukee for creosoting railroad ties. It will cost about \$125,000 and be located in the town of Granville, near North Milwaukee, close to the main lines of the Chicago, Milwaukee & St. Paul and the Chicago & Northwestern railroads.

The Anchor Shipbuilding Company of Washburn, organized a year and a half ago to engage in the construction of lake and ocean-going vessels, has placed in operation the first unit of its plant, employing about fifty men. It will build wooden hulls exclusively for the present and is working on a contract for a ferry boat for New York harbor. It will have a 200-foot keel and a 50-foot beam. Three additional slips will be dredged during the winter, enabling the yard to work on four vessels at one time during the coming year. Robert Curr is general manager.

The Murray-Mylrea Company of Antigo, manufacturer of logging equipment, sawmill machinery, etc., has disposed of its plant and business to the Antigo Tractor Company, a, \$500,000 corporation for which it has been building power hauling units on a limited scale for six months past. The new owner expects to continue to take contract work on sawmill and logging machinery repairs and build special machinery of this character, although it will devote the main attention to the manufacture of farm and logging tractors employing a four-wheel drive. The tractor company is owned largely by some of the leading lumber operators of the North, its president being Charles W. Fish of Elcho, head of the Chas. W. Fish Lumber Company. Other officers are: Vice-president, L. P. Tradewell; second vice-president, William H. Wolpert; secretary, E. A. Yahr; treasurer, Ernest Hirt; directors, John Manser, J. R. McQuillan, E. P. Faust and D. S. Stewart, the last-named being the inventor, designer and chief engineer.

The Automatic Cradle Manufacturing Company of Stevens Point, which recently has moved into its new factory, has increased its authorized capitalization from \$200,000 to \$300,000. J. J. Bukolt is president and general manager.

The Dawley Lumber Company of Wausau announces that it has acquired the business of the Pier Lumber Company in the same city, and will consolidate the ownership January 1. C. G. Pier retains an interest and will be active in the management of the business.

One of the most extensive timberland transactions reported in the North in the last year or more was the transfer late in November of 78,685 acres, located near Butternut and Glidden, from the Weyerhaeuser interests to the Park Falls Lumber Company of Park Falls, which is a part of the Edward Hines group. The consideration is said to be in the neighborhood of \$700,000. The greater part of the tract is virgin timber and contains a large proportion of hemlock and hardwoods. The Park Falls company operates large mills at Park Falls and Rice Lake, maintaining its principal hardwood mill in the latter city.

The Plumbers' Woodwork Company of Algoma is planning to make extensive improvements in its factory to increase the production. Samuel H. Newman has disposed of a large interest to outside capital, which will be directly represented in the management and operation of the business.

The United Wood Products Company of Chippewa Falls has disposed of its plant and business to the St. Paul Casket Company of St. Paul, Minn., which will take possession at once and place the factory in full operation by Jan. 1 after completing retooling and improvements. The United company has been operating as a toy factory, but it has not been successful, and disposition consequently was made at a considerable sacrifice from the appraised value of \$20,000 to \$22,000.

The formation of the Pentoga Lumber Company to take over the property of the Iron Range Lumber Company of Pentoga, Mich., is announced from Marinette on Dec. 1.

A movement has been put under way by Chicago interests to establish a plant at Superior, Wis., for the manufacture of spools and bobbins, with material for wire manufacturers and electrical companies the principal product. Superior is favored as the location because of the proximity of

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Our specialty is 5/8 lumber, all band sawed edged and trimmed and produced from the finest logs that we are able to secure. We offer for prompt shipment:

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5/8 Selects Qtd. White Oak.....	16,000
5/8 No. 1 Com. Qtd. White Oak.....	40,000
5/8 No. 2 Com. Qtd. White Oak.....	17,000
5/8 FAS Plain White Oak.....	6,000
5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
5/8 No. 2 Common Poplar.....	80,000
5/8 No. 1 Com. & Btr. Sap Gum.....	25,000
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5/8 Log Run Pl. Sycamore.....	22,000

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4/4 No. 2 Com..	175,000'	5/4 No. 1 & Btr..	175,000'
5/4 1st & 2nds..	50,000'	5/4 No. 2 Com..	40,000'
5/4 Selects	65,000'	6/4 No. 1 Com..	20,000'
5/4 No. 1 Com..	60,000'	6/4 No. 2 Com..	175,000'
5/4 No. 2 Com..	200,000'	8/4 No. 2 C. & B.	150,000'
6/4 1st & 2nds..	20,000'	10/4 No. 2 & Btr.	60,000'
6/4 Selects	30,000'	BASSWOOD	
6/4 No. 2 Com..	50,000'	4/4 No. 1 & Btr..	200,000'
8/4 No. 1 C. & B.	35,000'	4/4 No. 2 Com..	200,000'
SOFT ELM		SOFT MAPLE	
6/4 No. 2 & Btr.	90,000'	4/4 No. 2 & Btr.	75,000'
		6/4 No. 2 & Btr.	11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

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Southern Hardwoods

OAK, GUM, ASH, ELM,
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WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
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Soft Textured Oak
Poplar
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BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

large supplies of maple and white birch. Local capital will subscribe \$50,000 toward the capital of \$100,000 of a new corporation now in process of organization.

The New Dells Lumber Company of Eau Claire resumed the operation of its large sawmill on December 1 after a recess of eight weeks, during which time the plant was overhauled and improvements made in the log pond. The company hopes to be able to maintain normal capacity operations throughout the winter and spring months, as the demand is gradually increasing after being slack for several months, and prospects are considered favorable to a continuance of the improvement.

The Wachsmuth Lumber Company of Bayfield ended its season on Nov. 29 after being in continuous operation since March 11. The production in that period amounted to 14,342,845 feet of lumber, 4,181,000 lath and 7,623,000 shingles. The mill was operated on the eight-hour plan, employing from 100 to 120 men. A small crew will be retained during the winter to make necessary repairs for the next season's run.

Louis D. Forbes, for many years secretary and treasurer of the P. B. Yates Machine Company, and its predecessor, the Berlin Machine Works, at Beloit, Wis., died at his home in that city on Dec. 2 at the age of 75 years. He became associated with the industry when it was established at Berlin, Wis., and accompanied it to Beloit in 1888 when the transfer was made. Ill health compelled him to relinquish active duties at the beginning of the present year.

Daniel Longfellow Plumer of Wausau, Wis., prominent in lumbering and banking in Northern Wisconsin for many years, died Nov. 22 at the age of 83 years. He made the preliminary surveys for the old Wisconsin Central (Soo Line) from Unity to Bayfield, Wis., in 1869. In this work he made important discoveries of iron ore lands, which still are operated extensively in Ashland county. In 1879 Mr. Plumer founded the Wausau Lumber Company with W. H. Knox and James McCrossen, building a large mill, which was destroyed by fire in 1889.

The Hardwood Market

CHICAGO

There has been no pronounced change in the hardwood lumber market in Chicago during the past fifteen days. Only occasional orders are being booked. The widest spread continues to be evident in prices for the same items, indicating that the market has not reached a stable level and that hard bargaining is rife. Hardwood men are complacently awaiting the lifting of the buyers' embargo and are getting in better shape to wait every day, as production is being further curtailed, many mills which were still cutting because of the need of converting surplus log supplies into lumber, having finished their forced runs and shut down. Hopeful interest is being taken in the approaching furniture markets in Chicago and Grand Rapids, as it is believed that the retailers will place sufficient orders to induce the manufacturers to speed up operations and take on more lumber. There is still a steady demand from the railroads, but the orders are small. Increased activity in building is forecast in the increase of building permits. Seventy-nine permits were issued last week for construction to total \$4,334,800, while for the corresponding week of 1919 only fifty-seven permits were issued for buildings to cost \$1,173,900. There is an expectancy of easier credit for lumber interests after the first of the year, when huge government financing operations have been completed and an evidence is shown of the amelioration of the tax burdens on business.

MEMPHIS

The conviction is growing among members of the hardwood trade here that the tide is turning in the hardwood lumber industry and that the worst has already been seen. This view is based primarily on the facts that (1) inquiries are more numerous than they have been for some time; (2) they are of a substantially better character; (3) more business is developing, and (4) liquidation, forced by the necessity of meeting pressing obligations, has been largely, if not completely, finished.

It is generally conceded that the volume of business is still rather small, indeed painfully small, for this time of the year. It is still further conceded that there will not be much activity, in all probability, until after the turn of the year. There is no denying, however, that there is greater optimism among members of the trade here than for some time. This has been inspired largely by the increased inquiries which are regarded as certain forerunners of actual business. These inquiries are coming principally from manufacturers of furniture and automobiles. Some of these are giving place to actual orders on a practicable basis whereas, for an almost indefinite period, practically all the inquiries received were nothing more than "feelers."

"I think the worst is over," said Ralph Jurden, of the Pearod-Jurden Company, today. "We are receiving more inquiries and more orders than for some time. Some of these are coming from the automobile factories. Some are coming from the furniture manufacturers and some are coming

from the railroads. We have recently sold 30 cars of gum to Havre, France, and there are undoubtedly more orders being received from Europe than at any time for the past six months."

"Our inquiries are of a distinctly better character," said James E. Stark, head of James E. Stark & Company. "We had inquiries this morning from both furniture manufacturers and automobile makers. We have been somewhat disappointed over the failure of the railroads to buy more freely. Indeed, as a matter of fact, one of the larger railroad companies which recently placed orders for oak and other materials with ourselves and other firms here have cancelled the entire unfilled portions of these orders without giving any reason therefor. At the same time, I am inclined to believe that the situation is better and that the outlook is more encouraging."

There has been some scattering export business in southern hardwoods during the past fortnight but the orders are mostly for small quantities, one to five cars. Russe & Burgess, Inc., report the sale of five cars during the past few days and other firms are booking modest orders from overseas. These, however, are principally for immediate requirements. There is apparently no disposition on the part of Europe to buy against later needs, largely because of the low rate of foreign exchange as compared with the American dollar. Still, the American Overseas Forwarding Company, with headquarters in Memphis, reports that it is receiving more requests for freight rates and ocean shipping room than at any previous time this year. So far as can be learned, there have been no further tangible developments in connection with the reported order for 50,000,000 feet of southern hardwoods on the part of a syndicate representing German buyers. None of the lumber involved in this huge "order" has yet been shipped and it is not at all certain that it will ever materialize although the firms conducting the negotiations insist that it is a "three to one bet" that the entire quantity of lumber will go out in due course.

Fred D'Yonge, of D'Yonge and D'Bukelaer, of Antwerp, Belgium, who is now at Batesville, Miss., where he is studying methods of manufacturing, kiln-drying and handling of southern hardwoods, is authority for the statement that there is need for much hardwood lumber in Belgium, that prices in America are low enough and that there is no complaint on the score of ocean freight rates. He declares, however, that very little lumber can be imported into Belgium on the present adverse rate of exchange.

Attention is called to the interview, published elsewhere in this issue of **HARDWOOD RECORD**, with G. A. Farber, vice president of Russe & Burgess, Inc., and European representative of that firm, with headquarters at London, in which he asserts that the business outlook is not good for the reason that the depreciated currencies of the various European nations are severely restricting the purchase of imports of raw material from America. He does not anticipate an early revival of business nor does he look for permanent improvement until exchange is stabilized on the basis of \$4 to the pound sterling or somewhat higher. He takes no stock in the theory that credits will help the present situation but leans strongly to the view that increase in the purchasing power of European currency will go a long way toward reviving business by helping to remove the tremendous trade balance against England and other European countries.

But, even though it is conceded by members of the trade here that the hardwood lumber industry is tending toward better conditions, there is not the slightest deviation from the curtailment plans launched some time ago. More mills are going out of commission every few days and it is conservatively estimated that as those suspend operations which are scheduled to take this course as soon as logs on hand have been converted into lumber, production by the end of the present calendar year will not be much, if any, in excess of 10 per cent of normal. The big mill of the Lamb-Fish Lumber Company, Charleston, Miss., which is well supplied with logs, closed down several days ago. The band mill of the Chicago Mill & Lumber Company, Blytheville, Ark., suspended operations the last week in November, thus following the box plant of that firm into idleness. The Grismore-Hyman Company and the Northern Ohio Cooperative & Lumber Company, both of Parkin, Ark., closed down the first week in November. Here is a partial list of those scheduled to close down this month: Jerome Hardwood Lumber Company, Jerome, Ark.; Jefferson Lumber Company, Pine Bluff, Ark.; Kraetzer-Cured Lumber Company, Greenwood, Miss.; Carrier Lumber & Manufacturing Company, Sardis, Miss.; Bayou Land & Lumber Company, Yazoo City, Miss.; R. F. Learned & Son, Natchez, Miss., and Iatt Lumber Company, Colfax, La.

It is interesting to note in this connection, as showing the attitude of the majority of hardwood lumber manufacturers in the southern field, that not a single firm which decided upon a policy of curtailment when the market began reacting so sharply in the early fall has deviated from that course, while quite a number of manufacturers who declared their intention of keeping their mills going at capacity, have changed their minds and shut down their plants either in whole or in part.

It is developing that there is quite a shortage of some of the higher grades. This is notably true of plain oak in firsts and seconds and in plain sap gums in the same grades. It also transpires that the output of higher grades during the past few months has been much smaller, in relation to the total, than is usually the case. This means that, while stocks as a whole are not very far short of normal, there is a relative scarcity of the better grades and a corresponding relative increase in the lower grades. This condition is ascribed primarily to the damage done to logs between the time they were cut in the woods and the time they were available at the mills for conversion into lumber. Insect damage was perhaps

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GRADES TO PLEASE

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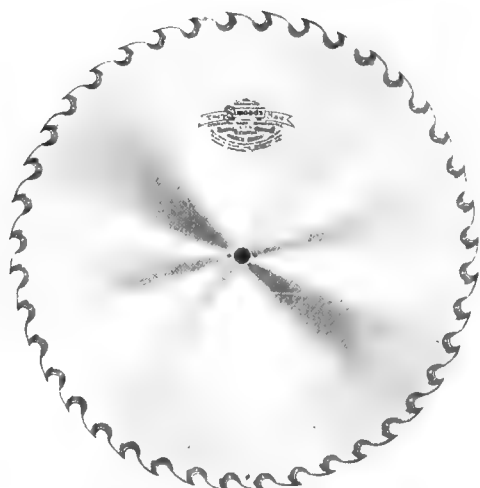
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MEMPHIS, TENN. CHICAGO, ILL. NEW ORLEANS, LA.

greater this summer and fall than ever known for the simple reason that for lack of prompt transportation, logs had to be left exposed for such long periods.

While some business has been transacted with the railroads in No. 3 oak and other low-grade items, the fact remains that there has not been anything like the buying from this source anticipated. Several orders have been booked here during the past few days, running from 50,000 to 200,000 feet in No. 3 common oak but, generally speaking, the railroads are not entering upon their rehabilitation plans, especially as to equipment, to the extent counted upon.

There is very little inquiry for interior trim or flooring and this is accepted as indicating limited activity in building circles throughout the United States. It is generally believed, however, that construction of homes and other building will receive new impetus after the turn of the year, especially as there is reliable promise of considerably easier money rates.

BUFFALO

The hardwood market shows little activity and dealers expect that a small volume of business will be seen during the remainder of the year. It is hard to find customers who are desirous of buying anything not needed for immediate use and until inventories are completed this policy will probably be continued. Many industrial plants are either closed down for a few days or weeks, or else running at reduced capacity, and some expect to do no buying at all until after the new year begins.

Prices are unsteady, with some mills anxious to dispose of stocks and realize the money, even though a sacrifice may be necessary. Within a short time it is expected that less of this forced selling will be in evidence and a stronger market is looked for soon. A large number of mills are said to be closed down, yet offerings are ample. Declines have not been so marked, however, as a few weeks ago.

BALTIMORE

Conditions in the hardwood trade here are much the same as they have been, with the difference that at least some of the members have about reached the conclusion that the end of the depression has come and that prices are not likely to go lower. Whether the market will now move upward is quite another question. There seems to be somewhat more inquiry, indicating that the users of hardwoods have about exhausted their supplies and must make additions if they want to keep going. Meanwhile, many of the mills have suspended operations either on the plea of making repairs or overhauling the equipment, or have shut down indefinitely with a view to awaiting a readjustment in the cost of production. The number of these closed mills has undergone a material increase of late, with every prospect that the shutdown will extend at least over the holidays and end of the year. The range of prices remains very unsteady. Wide differences in the figures even of various mills in any one locality are to be noted, these differences sometimes amounting to more than the very liberal profits. What buyers cannot understand is how there could be such differences unless the margins have been very large. As a matter of fact, much lumber has been sold below actual cost at this time. But of course, such a course cannot be pursued without a limit, and the producers have reached the point where they deem it necessary either to maintain returns or to cut down the cost of manufacture. Meanwhile there is every likelihood that the natural requirements of the country, held in abeyance for a long while, will reassert themselves, and when this happens it is not at all improbable that a positive shortage of stocks will be disclosed, with the quotations advancing. Just now the buyers are afraid to place orders beyond their immediate wants because of the possibility of a further decline, and not until there are definite signs of a turn upward can the calls for stocks be expected to take on real life. There are reasons for assuming that the so-called technical condition of the market is better now than it has been for many months, so that when the revival once sets in it will cause a decided swing of the pendulum in a direction opposite to that witnessed since last summer. The foreign business has developed nothing of an especially encouraging nature. Buyers abroad are still holding off, having no important needs to take care of in the face of the unfavorable exchange and the unsettlement in Europe.

COLUMBUS

The hardwood trade in Columbus and central Ohio territory has ruled rather quiet during the past fortnight. Business is at a standstill along certain lines, partially as a result of unsettled business conditions and partly as a result of the approach of the semi-annual inventory period. Orders from both retailers and factories are restricted to present requirements and scarcely anyone is taking chances by purchasing for the future. The tone of the trade is not good and prospects are far from being bright.

Retail stocks are low in all sections, judging from reports made by travelers. But only when absolutely necessary to replace broken stocks are orders given. Building operations have quieted down to a large degree and as a result dealers are not pushed into placing orders. Shipments are coming out promptly as there is now little trouble from car shortage.

Factories making boxes are the best customers among manufacturing concerns. They are buying low grade poplar and basswood. Furniture

and piano factories are going slow and the same is true of implement factories. Probably the best feature at this time is the attitude of railroads which are buying to a larger extent. But almost every one is playing a waiting game, waiting to see what happens after the first of the year. Manufacturers and wholesalers believe that orders will come in much better at that time and preparations have been made accordingly.

Prices are still rather weak all along the line. This is evidenced by the rather wide range, amounting to from \$10 to \$12 on certain items. Quartered and plain oak are rather quiet and prices show weakness. Chestnut is slow. Low grade poplar is the strongest point in the market. Some buying of basswood and chestnut is reported.

CINCINNATI

Despite the almost complete lethargy of the hardwood market in Cincinnati, there appears to be a sane optimism among the members of the trade. While it is true that in the cases of some mills and yards there is less than one-half the usual production, some of the mills running only on a 45 per cent time basis, there is a good outlook for the future. Reports from various dealers, of course, vary, some contending that the slowness must continue until there is a general readjustment in the cost of building materials generally. It is reported that the railroads, which have been the best patrons in the hardwood industry locally, have cancelled several orders for ties. Woodworking shops, manufacturers of automobile bodies, wagons, musical instruments and kindred commodities have evidently laid in a reserve stock, for there are being but few purchases made. A prominent hardwood lumberman expresses belief, however, that items generally heavily exported will hold their own, and that although, in his opinion, there must be a still further decline in the prices of the ordinary run of goods, April 1 will witness a revival. Lumbermen have been reducing their prices to as great an extent as possible during the past month and it is the general belief that if other dealers interested in building would do likewise different conditions would prevail in a very short time. What promises to be a great help to the trade in general is the partial agreement between the Building Trades Council and Builders. Providing the recent strike is settled amicably, there is every indication that the proposed plan of the Hamilton County League of Building Associations can be carried out, which will mean the construction of dwellings, the cost of which is to run up into the millions. Work, it is said, will be immediately resumed on the office buildings now under course of construction.

INDIANAPOLIS

Indications during the past two weeks points to a more stable market in practically every grade of hardwoods. Naturally the market price is far below prices current two or three months ago, but both dealers and manufacturers of hardwoods feel that the bottom has been reached and that prices are such now that the trade can make some sales. The number of building permits being issued in Indianapolis during the past month and the amount of current work on the boards of the various architects would lead to the belief that the building season for the winter period will be normal at least. In case it is the trade will be somewhat surprised, for the general opinion a month ago was that there would be a very small amount of remodeling done during the winter. The dealers here say that the principal reason for this increase is the reduction in the price of lumber. They predict one of the best building seasons next spring ever seen here, especially if prices of building materials, such as brick, lime, cement, etc., and labor are lowered in the same proportion as lumber has been lowered.

From an industrial viewpoint the situation appears somewhat improved over two weeks ago. At that time woodworking industries here were busy curtailing their operation expenses and their production, but the curtailment has been stopped and one good feature that has been noticed is the fact that many of the men laid off during the extreme dull period are gradually being put back to work and at lower figures. Factory executives are determined, apparently, to lower production costs regardless. The first class of industries hit here were the automobile body manufacturers and the talking machine cabinet industries. Just during the past week some increased orders have been current among the automobile manufacturers, and cabinet manufacturers are expecting business to pick up during the next two weeks. Harry Milspaugh, president of Milspaugh & Irish Company, auto body builders, said the men here in his industry likely would not do any buying for some time because of the large stocks on hand, but he predicted considerable buying as soon as present stocks are exhausted.

EVANSVILLE

There has been no improvement in the trade of the hardwood lumber manufacturers in Evansville and southern Indiana during the past ten days or two weeks and little or no change is looked for until the first of the coming year, and there are some men engaged in the lumber business who do not believe there will be any change for the better in the situation until some time next spring. Trade for some time past has been about 20 per cent normal. While some of the larger mills in this section are closed down, there are some that are still being operated, but many of the mills now running will close as soon as they work up the supply of logs that they have on hand. There is little doing at the pres-

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No. 2 & Btr. 5/4, aver. width & length, 9 mo. dry. 2 cars
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BASSWOOD
Sel. & B. 6/4, 5" & wider, aver. length, 11 mo. dry 2 cars

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No. 2 & Btr. 4/4, aver. width & length, 9 mo. dry 2 cars
No. 1 & B. 10/4, 6" & wdr., 8' & lgr., 11 mo. dry 1 car

HARD MAPLE
No. 1 & Btr. 4/4, aver. width & length, 9 mo. dry. 10 cars
No. 1 & B. 10/4, 5" & wdr., 8' & lgr., 9 mo. dry. 10 cars

MAPLE
No. 1 & B. 8/4, 4" & wdr., aver. lgh., 9 mo. dry. 10 cars

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Manufacturers of

Hardwood Lumber

White and Red Oak, Poplar, Chestnut, Maple and Basswood our specialties. Our stock is very soft in texture and of uniform color.

DRY KILN AND PLANING MILL FACILITIES

A NAME that should be on your inquiry list for hardwood lumber.

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Brunson Bldg.

COLUMBUS, OHIO

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DIMENSION STOCK

Manufacturers
of
West Virginia

SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK

PLAIN
RED OAK

QUARTERED
WHITE
OAK

WHITE OAK
TIMBERS &
PLANK

CHESTNUT
BASSWOOD

MAPLE

HICKORY

BEECH

BUCKEYE

BIRCH

BUTTERNUT

ASH

CHERRY

WALNUT

SYCAMORE

BLACK GUM

HEMLOCK

LOCUST

NASHVILLE HARDWOOD FLOORING CO.,
Manufacturers and Wholesalers
Hardwood Lumber and Hardwood Flooring
E. BARTHOLOMEW, MANAGER
3622 South Morgan St. **CHICAGO**

B I R C H
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dry lumber in 4/4 to 16/4 thickness
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Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough
and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
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We offer COMPLETE STOCK WISCONSIN OAK

"TRY US"

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4/4" No. 1 Com. & Btr. 5 cars
4/4" No. 2 Com. 4 cars
5/4" No. 2 Com. & Btr. 6 cars
8/4" No. 2 Com. & Btr. 4 cars
10/4" No. 2 Com. & Btr. 2 cars
16/4" No. 2 Com. & Btr. 1 car

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4/4" No. 1 Com. & Btr. 3 cars
4/4" No. 2 Com. 5 cars
5/4" No. 1 Com. & Btr. 3 cars
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8/4" No. 1 Com. & Btr. 2 cars
12/4" No. 2 Com. & Btr. 1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

ent time in the large logging camps of the south. The fact that so many of the wood consuming plants in Evansville are being operated on reduced hours has caused a slackening in the local demand for lumber. There are still some inquiries regarding railroad stocks and this leads the manufacturers to believe that the railroads of the country will do some improving during the coming year. In spite of the present business depression, which seems general, the manufacturers are not discouraged and express the belief that the clouds on the business horizon will soon pass away. The lumbermen say that as soon as the demand for lumber looks up again, there will be a tendency for prices to advance for the reason that stocks generally are low and so little lumber is now being produced. Some of the manufacturers report collections good, while others say they are inclined to be a little slow.

LOUISVILLE

There is little to tell concerning the market at the present time other than that business is quiet, and orders and inquiries are for small amounts for immediate consumption. However, there is a good deal of optimism expressed concerning the outlook for 1921, although some lumbermen are of the opinion that the demand will not start in early January, but a little later than that. As one lumberman expressed himself: "There is always something wrong. For a time we couldn't get cars, then we had a long period of bad weather in the South, when we couldn't get cars or logs. Then we got logs and had trouble getting cars. Now we can get the logs and cars, but can't find a demand for our lumber. If you could balance up production, demand and car supply all at one time, you'd have one grand and glorious market, but it couldn't last." A few mills are going ahead and producing hardwoods, but on a more limited basis than during the summer. Stocks are in fine shape, and if demand does develop indications are that it will be better taken care of than for some years past, as there is absolutely no indications of a car shortage at this time, or for some time to come.

ST. LOUIS

Little change is visible in the hardwood market in St. Louis, prices remaining about stationary, with few transactions.

Aside from small orders from planing mills and for interior finishing purposes in building projects nearing completion, the purchases by railroads of car oak, cypress and similar woods appear to constitute the bulk of the business at present. Lumbermen here appear to expect a considerable improvement in business after the holidays, however, basing this belief on an expectation that retailers in all lines, including those which are consumers of hardwood, will begin taking their losses and cutting prices with the pre-Christmas trade over. This will clear out retail stocks—furniture and other manufactured lumber products—to the end that orders for new stuff eventually will set factories going again at something like a normal rate.

For the present, however, with prices on bed rock and buyers diffident, business is quiet.

MILWAUKEE

A gradual reduction in the wages of woods workers is being effected in the northern hardwood and hemlock territory, which is taken as an indication that preparations are under way for a lowering of production costs, which are necessary before lumber can be marketed at reduced prices without undue sacrifice. It has been felt that it is necessary for wages to come down before any appreciable cut in lumber prices could be effected, as the labor item is one of the principal factors, and until now has been at the highest level in history. The reduction of woods labor costs will be followed by a commensurate lowering of wages in the mills and yards during the winter.

Production is slowing down with the coming of winter. In some sections the curtailment is due to the continued slack demand, although in others slight improvement already has been noted and hopes are held out that this will become accentuated immediately after the beginning of the new year. A number of large mills which were closed during the last month or two for the usual seasonable recess for repairs and overhauling are resuming operations for the winter and mean to maintain a fair production schedule. Some of these plants have taken back mill operatives at reductions in wages ranging from 10 to 15 per cent. Most of the men are accepting the lower wage in appreciation of the fact that only in this way can the industry be kept moving forward.

HAMBURG

There has been little change in the position of the market during the past month.

For home-grown hard- and softwoods the demand showed some slight improvement, though the prices did not advance to any noticeable extent.

Business in foreign hardwoods somewhat increased and the consignments arrived at this market, consisting of Okoumé, Nicaraguan-Mahogany, Brazilwoods, etc., met with keen interest. On the other hand, buyers remained reluctant to entertain offers for forward contracts owing to the uncertainty of the further development and the insufficient guarantees as to quality and condition of deliveries far ahead.

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EMPLOYES WANTED

SALESMAN WANTED

To represent us in Jamestown and nearby territory and Canada, with one of the strongest lines of mahogany lumber and veneers, also walnut veneers. Good opportunity for the right man with proper experience and trade. Address Box 724, care HARDWOOD RECORD.

WANTED

Yard superintendent. Must be familiar with grading northern hard and softwood lumber, and experienced in handling men. Write fully, giving age, experience, reference, and salary wanted. JOHN S. OWEN LUMBER COMPANY, Owen, Wis.

WANTED FOREMAN FOR WOODWORKING PLANT

Must understand kiln operation and glueing of dimension. Permanent position, full time. A good future for an experienced man. Experienced furniture man desired. Address Box 727, care HARDWOOD RECORD.

HARDWOOD SALESMAN

Live, energetic and experienced for sales desk of southern manufacturer, producing 70,000 feet daily. Must be sufficiently practical to properly instruct mill what, when and how to cut to insure maintaining a properly diversified stock. Give full details as to experience, references and remuneration in first letter. Address Box 725, care HARDWOOD RECORD.

WANTED—HARDWOOD LUMBER SALESMAN

For carload lots, Philadelphia and near-by towns. Must be competent, energetic, up-to-date young or middle-aged man of mature judgment, and thoroughly conversant with hardwoods. Will pay good salary or arrange on commission basis. Write full particulars, giving age, experience, references. Address Box 717, care HARDWOOD RECORD.

WANTED

To interview man about 35, having practical small or large hardwood timber and sawmill operating experience, with general all-around ability in selling and as executive. Have good business opening with large going concern. Prefer man with five or ten thousand dollars to invest, but must have successful, energetic man with good record. Apply quick, own handwriting, giving sufficient history of experience to enable us to judge whether personal interview would be desirable. Address Box 709, care Hardwood Record.

WANTED

A high grade man with practical experience to handle an up-to-date veneer plant, also logging and lumber operations. Advise fully by letter regarding age, experience, references, etc. Address Box 723, care HARDWOOD RECORD.

LUMBER WANTED

WHITE ASH

Wanted—Tough White Ash, either in the log, lumber or dimension.

S. N. BROWN & CO., Dayton, O.

WANTED

One carload 6/4" FAS Qtd. red gum 12 ft. long. Will admit up to 30 percent of 10 ft. lengths. WARREN ROSS LUMBER CO., Jamestown, N. Y.

HARD MAPLE WANTED

We are in the market for five cars No. 1 Common and Better 8/4" Hard Maple. Kindly quote f. o. b. loading point. Address Box 720, care HARDWOOD RECORD.

WE WANT TO BUY FOR CASH

1/2" to 8/4x10" and wider FAS Qtd. White Oak
4/4x12 and wider FAS Plain White Oak
4/4x 6 and wider FAS Plain White Oak
4/4x 3" and wider No. 1 Com. Plain White Oak

4 4 and 5-4x18" to No. 2 Panel and No. 1 Poplar
Carload lots each thickness and kind.

Send us your stock and price list.
McLEAN MAHOGANY & CEDAR CO.,
Buffalo, N. Y.

LUMBER FOR SALE

FOR SALE

Or assistance desired to help market virgin red gum and red oak on 416 acres of fine high delta land in Tensas Parish, La., two miles from R. R. SLOAN BROTHERS, R. R. 2, Newellton, La.

WE WANT BUSINESS

For white and red oak bridge plank, switch ties, car stock, heavy timbers and wagon stock. We have eleven mills that can handle your business promptly. KELLEY LUMBER CO., Wilmet, Ark.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

1 car 12/4 Hard Maple.....	\$85.00
3 cars 8/4 Hard Maple.....	75.00
3 cars 4/4 Hard Maple.....	60.00
2 cars 4/4 Beech.....	50.00
1 car 6/4 Beech.....	55.00
1 car 8/4 Beech.....	60.00
1/2 car 4/4 Birch.....	60.00
1/2 car 4/4, 5/4 and 8/4 Black Cherry....	75.00
3 cars 5/4 Basswood.....	70.00
1 car 8/4 and 12/4 Ash.....	85.00

All No. 2 Common and Better, edged, f. o. b. Central New York. Address Box 722, care HARDWOOD RECORD.

FOR SALE

One car 1"x1" x14"x16" clean hickory Florida stock. J. H. WILDER, Aurora, Ind.

HARD MAPLE FOR SALE

Ten cars 10/4 No. 1 Common and Better hard maple. CHAS. GILL LUMBER CO., Wausau, Wis.

LOGS FOR SALE

HOLLY LOGS

We have for sale four (4) carloads of choice Holly Logs. Address: THE QUAKER OATS COMPANY, Foxworth, Miss.

FOR SALE

147 ash logs, 12 to 25" in diam., 12 to 16' long; 73 poplar logs, 16 to 30" in diam., 12, 14 and 16' long; 35 gum logs, 16 to 28" in diam., 12, 14 and 16' long. Fresh cut logs, no bugs. Still cutting and hauling ash and poplar. Can furnish any quantity of any kind of logs you want. J. R. KING, 1305 St. Charles Ave., New Orleans, La.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WAGON STOCK WANTED

DIMENSIONS WANTED

WAGON STOCK—10,000 Wagon Tongues, 2 1/4x4x4x4 12 ft of oak or ash. 20,000 axles 3 1/2x4 1/2 to 4 1/2x5 1/2 6 ft. of hickory. 25,000 Bolsters 3 1/2x4 1/2, 3 3/4x4 3/4 oak, 3 3/4x3 1/4 all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 5/8" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

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Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St. New York
Cedar Rapids, Iowa

TIMBER FOR SALE**FOR QUICK SALE**

40 million ft. good southern hardwood timber, in fee or timber only. Two good new mills, one ready to start, and other just starting. One million ft. good logs on yard. Other interest requiring attention. Address Box 719, care HARDWOOD RECORD.

TIMBER FOR SALE

One hundred and twenty-five million feet hardwood in Georgia, fifty miles Savannah. Fifty million feet, Burke County, Georgia, good percentage very large poplar. One hundred and thirty-five million hardwood, pine and cypress, Barnwell County, S. C. Large original timber. Trade direct with owners if desired. J. W. BARNES, Savannah, Ga.

**STANDING TIMBER
FOR SALE**

We have listed with us many attractive properties in all parts of Canada and Newfoundland, Freehold and Crown Lands, both in hardwoods and pulpwood; also several very attractive mill properties with and without timber limits. Cruisers reports and blueprints where available furnished bona fide principals. WM. COOKE & SONS, Timber Brokers, Stair Bldg., Toronto, Canada.

LOGGING EQUIPMENT for SALE**FOR SALE**

Owensboro 8-wheel log wagons, also jolt and farm wagons. Southern agent for Stoughton solid steel axle farm wagons. Write for prices, state size, width of tire. SCHEIBLER & CO., 130 N. Front St., Memphis, Tenn.

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7,000 acres located Sevier County, Tennessee.
Spruce 56,230,000 feet
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1—16"x22" Atlas side crank throttling engine.
1—16"x20" Valley Iron Works throttling engine.
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1—24"x48" Hardie Types heavy duty Corliss.
1—28"x48" Philadelphia Corliss engine.
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2—350 H. P. Henry Vogt water tube boilers.
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NO. 2 & BTR., 5/4" av. wdth. & lgth., 9 mos.
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mos. dry. CHAS. GILL LBR. CO., Wausau,
Wis.

LOG RUN 4/4, 5/4, 8/4, 10/4, 12/4" 40% 14 &
16", 4 mos. dry, Ark. mill. BREECE MFG. CO.,
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NO. 1 C. & BTR., 4/4 to 16/4", white, reg.
wdths. & lgths., year dry. BUFFALO HARD-
WOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. WHITE, 5/4", year dry. G. ELIAS
& BRO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4, 10/4". GEO. C.
EHMANN & CO., Memphis, Tenn.

NO. 3, 4/4, 5/4". JACKSON & TINDLE,
INC., Grand Rapids, Mich.

COM. & BTR., 1-12-1". KRAETZER-
CURTIS LBR. CO., Greenwood, Miss.

NO. 3 & BTR., 4/4, 8/4", good wdths. &
lgths., 4 mos. dry. P. J. LAWRENCE LBR.
CO., St. Louis, Mo.

ALL GRADES, 4/4" & thicker. MALEY &
WERTZ, Evansville, Ind.

NO. 2 C. & BTR., 4/4". MASON-DONALD-
SON LBR. CO., Rhinelander, Wis.

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MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4, 8/4", reg. wdths. & lgths., dry;
NO. 1 C., 4/4-8/4", reg. wdths. & lgths., dry.
J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., black, 4/4, 5/4, 6/4, 8/4".
T. SULLIVAN & CO., Buffalo, N. Y.

NO. 2 C., 4/4, reg. wdths. & lgths.; LOG
RUN, 8/4, 10/4", reg. wdths. & lgths. WIS-
CONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., white, 4/4, 5/4, 6/4, 8/4,
10/4, 12/4 & 16/4", reg. wdths. & lgths., 4-6 mos.
dry; NO. 1 C., white, 4/4, 5/4, 6/4, 8/4 & 10/4",
12/4", reg. wdths. & lgths., 4-6 mos. dry; NO.
2 C., white, 4/4, 5/4, 6/4 & 8/4", reg. wdths. &
lgths., 4-6 mos. dry. JOHN M. WOODS LUM-
BER CO., Memphis, Tenn.

NO. 2 C. & BTR., brown, 4/4", thoroughly
dry, Northern Ontonagon Co., Mich., full
product log inch. C. H. WORCESTER CO.,
Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std.
lgths., 1-2 yrs. dry. YEAGER LUMBER CO.,
Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-16/4", good wdths. &
lgths., 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.

FAS, 6/4", 2 yrs. dry; NO. 1 C. & BTR., 4/4,
5/4 & 6/4", 2 yrs. dry. BLAKESLEE, PER-
RIN & DARLING, Buffalo, N. Y.

SEL. & BTR., 6/4", 5" & wdr., av. lgth., 11
mos. dry. CHAS. GILL LBR. CO., Wausau,
Wis.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 5/4"; NO. 3, 4/4".
JACKSON & TINDLE, INC., Grand Rapids,
Mich.

NO. 1 C. & BTR., 4/4, 6/4"; NO. 2 C., 4/4,
8/4"; NO. 3 C., 8/4". MASON-DONALDSON
LBR. CO., Rhinelander, Wis.

FAS, 4/4, 5/4", reg. wdths. & lgths., 5 mos.
dry; NO. 2 C., 4/4", reg. wdths. & lgths., 5
mos. dry. W. M. RITTER LBR. CO., Colum-
bus, Ohio.

NO. 2 C. & BTR., 4/4", thoroughly dry, full
product log inch. C. H. WORCESTER CO.,
Chicago, Ill.

BEECH

LOG RUN, 4/4, 6/4". ANDES-NICELY LUM-
BER CO., Knoxville, Tenn.

LOG RUN, 10/4, 12/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C., FAS & LOG RUN, ALL 4/4", good avg. wdth. 40%, 14 & 16", 3 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4 & 10/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 6/4, 8/4". R. R. MAY HARDWOOD CO., Louisville, Ky.

NO. 2 C. & BTR., 4/4, 5/4, 8/4, 10/4, 12/4", 5 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

LOG RUN, 6/4, 8/4, reg. wdths. & lgths. J. V. STIMSON & CO., Owensboro, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & NO. 1 C., 4/4, 6/4"; NO. 2 C., 4/4, 8/4". MASON-DONALDSON LBR. CO., Rhine-lander, Wis.

NO. 2 C. & BTR., 4/4, 8/4, thoroughly dry, piled grades separately. C. H. WORCESTER CO., Chicago, Ill.

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BX. BRDS., 4/4", 13" & up, 40%, 14 & 16", 3 mos. dry; **NO. 1 C., 4/4",** std. wdths., 60%, 14 & 16", 3 mos. dry; **NO. 2 C., 4/4",** std. wdths., 40% 14 & 16", 3 mos. dry. Ark. mill. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C., 4/4", good avg. wdths., 40%, 14 & 16", 4 mos. dry, Band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & 2 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & 2 C., 4/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & SEL., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

FAS., NO. 1 C., NO. 2 C., ALL 4/4". NORTH VERNON LBR. MILLS, N. Vernon, Ind.

FAS., 4/4", 13" & up, reg. lgths.; **FAS., 4/4", 6-12",** reg. lgths.; **NO. 1 C. & SEL., 4/4",** reg. wdth. & lgths.; **NO. 3 C., 6/4",** reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

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NO. 1 SHOP & BTR., & NO. 2 C., all 4/4", std. wdths., 40%, 14 & 16", 4 mos. dry; **CULL & PECK, 4/4",** std. wdth., 30%, 14 & 16", 4 mos. dry; **NO. 1 SHOP & BTR., 6/4-8/4",** std. wdth., 40%, 14 & 16", 4 mos. dry; **SEL. & BTR., 12/4",** std. wdth. 60%, 14 & 16", 4 mos. dry., Ark. mill. BREECE MFG. CO., Portsmouth, Ohio.

SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SEL. & BTR., 6/4-8/4". A. J. HIGGINS LBR. & EXPORT CO., INC., New Orleans, La.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 3 & BTR., 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 4/4-8/4", good wdths. 70%. 14 & 16", 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 5/4-6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, SEL. NO. 2 SHOP, NO. 1 COM., NO. 2 C., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

SEL. NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths; **NO. 1 C., 4/4", 6, 8, 10",** reg. lgths.; **NO. 2 C., 4/4", 6, 8, 10, 12,** reg. lgth. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-6/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 5/4-12/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., year dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

LOG RUN, 10/4". DARNELL LOVE LBR. CO., Leland, Miss.

NO. 1 C., 6/4", year dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., 3 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., wide stock, 3/4"; **NO. 2 C. & BTR., 4/4"; NO. 1 & 2 C., 6/4"; NO. 3 C., 6/4"** MASON-DONALDSON LBR. CO., Rhine-lander, Wis.

NO. 1 & BTR., gray, 4/4"; **NO. 2 & BTR.,** gray, 8/4, 10/4, 12/4, 14/4"; **NO. 3 C.,** gray, 4/4-6/4". T. SULLIVAN & CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", std. wdth. 14%, 14 & 16", 4 mos. dry. Ark. mill. BREECE MFG. CO., Portsmouth, Ohio.

LOG RUN, 8/4". C. B. COLBORN, Memphis, Tenn.

LOG RUN, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3, 4/4 & 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 4/4, av. wdth. & lgth., 9 mos. dry; **NO. 1 & BTR., 10/4", 6" & wdr., 8" & lgr.,** 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

GUM—PLAIN RED

NO. 1 & 2 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 2 C. & BTR., 5/8-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 & BTR., 4/4, good avg. wdth. 60%, 14 & 16", Band sawn; **NO. 1 & BTR., 5/4** good avg. wdth. 60%, 14 & 16", 4 mos. dry, Band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & SEL., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

NO. 2 & BTR., 4/4", good. wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, NO. 1 C., 4/4, reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry; **NO. 2 C., 4/4, 5/4",** reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C., fig., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 & 2 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 3 C. & BTR., pl., 5/8-8/4"; NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 8/4". C. B. COLBORN CO., Memphis, Tenn.

NO. 1 C., NO. 1 & BTR., plain, 4/4", good avg. wdth. 40%, 14 & 16", 4 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 6/4" good wdths. & lgths., 4 mos. dry; **DOG BDS., 6/4, 8/4",** good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, qtd., 6/4, 5 mos. dry; NO. 1 C., 6/4, 8/4", 5 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., pl., 4/4, 8/4", reg. wdths. & lgths., dry; **COM. & BTR., 4/4, 5/4, 8/4",** reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SEL. NO. 2 C., both 4/4", reg. wdths. & lgths.; **NO. 1 C. & SEL., 5/4",** reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

GUM—MISCELLANEOUS

BX. BDS., tupelo, 4/4", 9-12", 60%, 14 & 16", 4 mos. dry; **FAS NO. 1 C., NO. 3 C., 4/4",** tupelo, std. wdths. 40%, 14 & 16 ft., 4 mos. dry. Ark. mill. Portsmouth, Ohio. **COM. & BTR.,** black, 4/4", std. wdth. 60%, 14 & 16", 3 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 & BTR., No. 2, tupelo, 4/4", good avg. wdths. 40%, 14 & 16", 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., pl. & qtd. R. & SAP, 4/4. 5/4, 6/4, 8/4", NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS., NO. 1 C., fig., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C. & SEL., tupelo, 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

NO. 2 C. & BTR., black, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

BOX BDS., 4/4", 13-17", 70% lg., 6-12 mos. dry; BOX BDS., 4/4, 9-12, 70% lg., 6-12 mos. dry; ALL grades, 4/4", reg. wdths., good lgths., 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

HICKORY

LOG RUN, 4/4, 6/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4/4-12/4, reg. wdths. & lgths., 8 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 8/4", reg. wdths. & lgths., green. W. F. CALE LBR. CO., Knoxville, Tenn.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 3 & BTR., 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 & 2 C., 4/4, 8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 6/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAHOGANY

SQ., hewn and round, Cuban. A. J. HIGGINS LBR. & EXPORT CO., INC., New Orleans, La.

MAPLE—HARD

NO. 1 C. & BTR., 4/4-16/4", good wdths. & lgths., 3 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4x4"—9x9" squares, 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4, 10/4", piled grades separately, thoroughly dry. C. N. WORCESTER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4, 16/4, reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & BTR., 8/4", 4" & wdr., avg. wth. & lgth. CHAS. GILL LBR. CO., Wausau, Wis.

LOG RUN, 4/4-8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4", thoroughly dry. No. Michigan stock, cut full product of log inch. C. H. WORCESTER CO., Chicago, Ill.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4"-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, NO. 1 & 2 C., all 4/4", reg. wdths. & lgths., 8 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 1 C. & SEL., 1/2, 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & SEL., 4/4. LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 3 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, 5/8, 4/4, 6/4"; SEL., 5/8, 3/4, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 3/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; FAS, 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4, 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4 & 5/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4 & 6/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—QUARTERED RED

FAS, NO. 1 C., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

NO. 1 C., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS & NO. 1 C., 3/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 6/4, 8/4", reg. wdths. & lgths., 8 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C., 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

FAS & SEL., 5/8, 4/4"; NO. 1 & NO. 2 C., 5/8, 4/4". NORTH VERNON LBR. MILLS, N. Vernon, Ind.

FAS, 4/4, 5/4", reg. wdths. & lgths., 5 mos. dry; FAS, 6/4, 8/4", reg. wdths. & lgths., 3 mos. dry. W. M. RITTER LBR. CO., Columbus, Ohio.

FAS, 4/4-16/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS, 4/4, reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

ALL grades 4/4", good wdths. & lgths., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4". R. R. MAY HDWD. CO., Louisville, Ky.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS & NO. 1 C., 1/2-12/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 5/8, 3/4, 4/4", reg. wdths. & lgths.; NO. 1 C., 5/8", 3/4, 4/4, 5/4 & 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

OAK—MISCELLANEOUS

LOG RUN, 4/4"; SWITCH TIES, 7x9 ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., qtd. R. & W., 4/4", reg. wdths. & lgths., 4 mos. dry; NO. 1 COM. & BTR., pl. R. & W., 4/4", reg. wdths. & lgths., 4 mos. dry; NO. 1 C. & BTR. & SD. WORMY, pl. mixed, 3/4, 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 COM. & BTR., pl. R. & W., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

TIE SIDING, NO. 2 C. & BTR., 4/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C., 4/4", good av. wth, 40% 14 & 16", 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 3 C., pl., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 3 C., pl. & qtd. R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 C. & BTR., pl. & qtd., R. & W., 4/4", 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL grades, pl., 4/4" & thicker, good wdths. & lgths., 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., pl., 5/8"; NO. 1 C., pl., 6/4". R. R. MAY HARDWOOD CO., Louisville, Ky.

SD. WORMY, 4/4", pl. MEMPHIS BAND MILL CO., Memphis, Tenn.

COM. & BTR., pl., 4/4, 5/4", 6 mos. dry; NO. 2 C. & BTR., qtd., 4/4", 6 mos. dry; SD. WORMY, pl. & qtd., 4/4", 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

PINE

PINE

LOG RUN, white, 4/4", reg. wdths. & lgths., 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

POPLAR

NO. 2 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

NO. 1 C. & NO. 2 A. & B., 4/4", good avg. wdths, 40% 14 & 16", 3 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades 4/4" & up, reg. wth., good lgth., 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C., 4/4-6/4"; NO. 2 A. C., 4/4-6/4. R. R. MAY HARDWOOD CO., Louisville, Ky.

NO. 2 C. & BTR., pl., 4/4", 8 mos. dry; NO. 1 C. & BTR., qtd., 4/4", 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 5 mos. dry; FAS, 6/4", reg. wdths. & lgths., 3 mos. dry; FAS, 1 face, 4/4", 7" & up, reg. lgth., 3 mos. dry; CLR. SAP, 4/4", 5-9", reg. lgth., 5 mos. dry; NO. 1 C., 4/4", 5" & up, reg. lgths., 5 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 4/4", good avg. wth., 40% 14 & 16", 3 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

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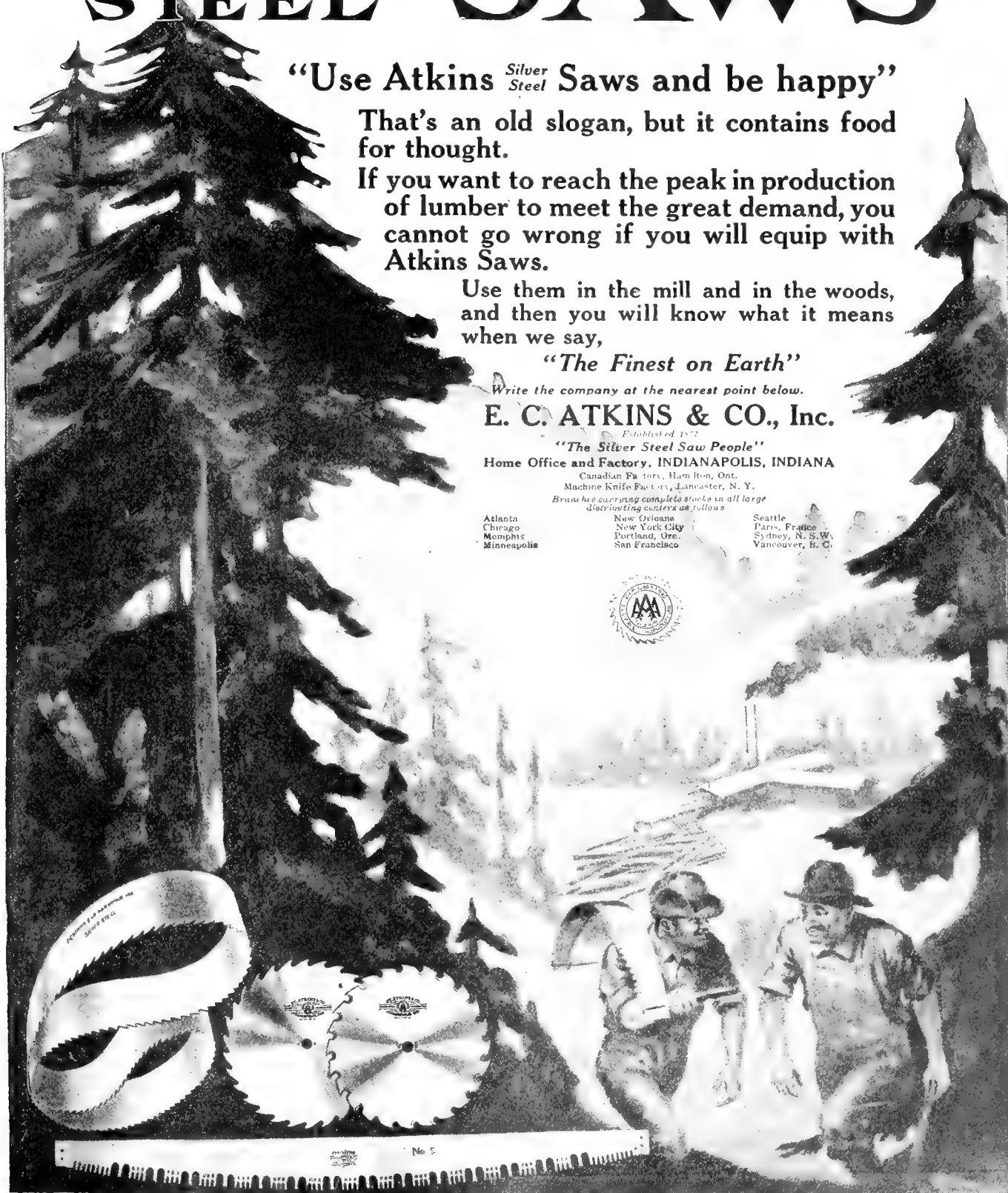
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LOG RUN, 1/8", 6-36", 62-74"; LOG RUN, 1/16", 6-36", 36-86"; LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

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LOG RUN, 1/18", 6-36", 57-62"; LOG RUN, 1/20", 6-36", 38-96"; LOG RUN, 1/24", 6-36", 92"; LOG RUN, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

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ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

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WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

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FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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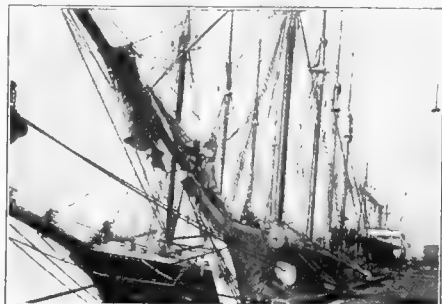
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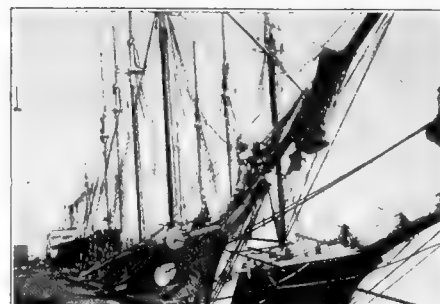
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TUPELO OR BAY POPLAR
FIRM TEXTURE WHITE ASH

Mill and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters of all kinds of **Hardwood Lumber**

W. R. GRACE & CO.
NEW ORLEANS, LOUISIANA

EXPORTERS
All Southern Woods
AND
White Pine; Spruce, Tight
and Slack Barrel Shooks,
Staves, Box Shooks.

IMPORTERS
Mahogany
Spanish Cedar
Dyewoods
Tropical
Hardwoods

Manufacturer of Implement Stock.
Manufacturer of Car Material.
Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 35)
Wood-Mosaic Company, Inc.
Fine Veneers and Hardwood Lumber
Louisville, Ky.
Manufacturer

(*See page 39)
Hoffman Brothers Company
Veneers and Hardwood Lumber
Manufacturer
Ft. Wayne, Ind.

(*See page 52)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page 23)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

B— We Specialize In
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 72)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 47)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A. B & C—
Carr Lumber Company, Inc.
Blitmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 68)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Manufacturers Band-sawn West Virginia Oak, Maple, Chestnut and other Hardwoods.

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 49)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, **Memphis TENNESSEE**

The hardest oak lacks much of being as hard as Menum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 13)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. **Memphis, Tenn.**

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 52)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer **Jerome, ARKANSAS**

A. B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

(*See page 79)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-8)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.
MEMPHIS, TENN., U. S. A.

(*See page 49)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page 12)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, **Charleston, MISSISSIPPI**

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, **TENNESSEE**

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

(*See page 12) 150,000 ft. 4 1 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, **Greenfield, OHIO**

(*See page 77)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building **Columbus, Ohio**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, **Huntington, W. Va.**

The depression of lumber prices is expected to have no permanent effect of oak veneer because of scarcity of its cut.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { MILLS } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

All Regular Widths and Lengths

QUARTERSAWN HARD MAPLE		BASSWOOD	
4/4" No. 1 Com. & Btr.	12,000'	4/4" No. 2 Com. & Btr.	200,000'
5/4" No. 1 Com. & Btr.	3,000'	4/4" Key Stock.....	14,000'
8/4" No. 1 Com. & Btr.	5,000'	5/4" Key Stock.....	4,000'
END DRIED WHITE MAPLE		4/4" No. 2 Common.....	15,000'
5/4" No. 1 Com. & Btr.	2,000'	SOFT ELM	
SOFT MAPLE		4/4" No. 2 Com. & Btr.	100,000'
6/4" No. 1 Com. & Btr.	30,000'	6/4" No. 2 Com. & Btr.	27,000'
BIRCH		16/4" No. 2 Com. & Btr.	15,000'
4/4" No. 2 Com. & Btr.	75,000'	BEECH	
		6/4" No. 2 Com. & Btr.	50,000'

Our Planing Mill is fully equipped for first class work

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Often Repeated

Can't do business with lumbermen without the

RED BOOK SERVICE

No service to compare on credit ratings and collections

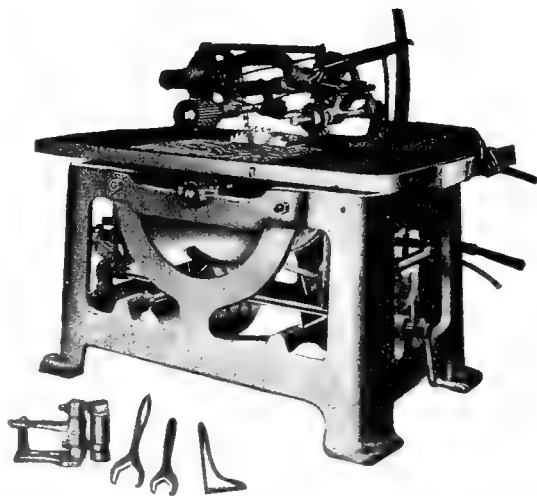
LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO Est. 1876 NEW YORK

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

THE APPRECIATED GIFT

YOU send holiday remembrances to your trade to express appreciation of cordial business relations.

Isn't the expressiveness of such a gift dependent upon its character, its originality, its very difference which stamps it as a tangible token of your real desire to please?

Could that desire be more sincerely expressed than to make your gift have the form of something of definite value and exclusive usefulness?

Wouldn't it be wise for you to send a copy of

American Forest Trees

a strongly-bound, finely printed exposition of every commercial type of American forest growth?

Written by lumbermen for lumbermen (in the lumbermen's language) this book has, withal, been pronounced by the highest experts as totally above criticism as far as its accuracy and dependability are concerned.

Send your lists and we will check carefully to avoid duplication.

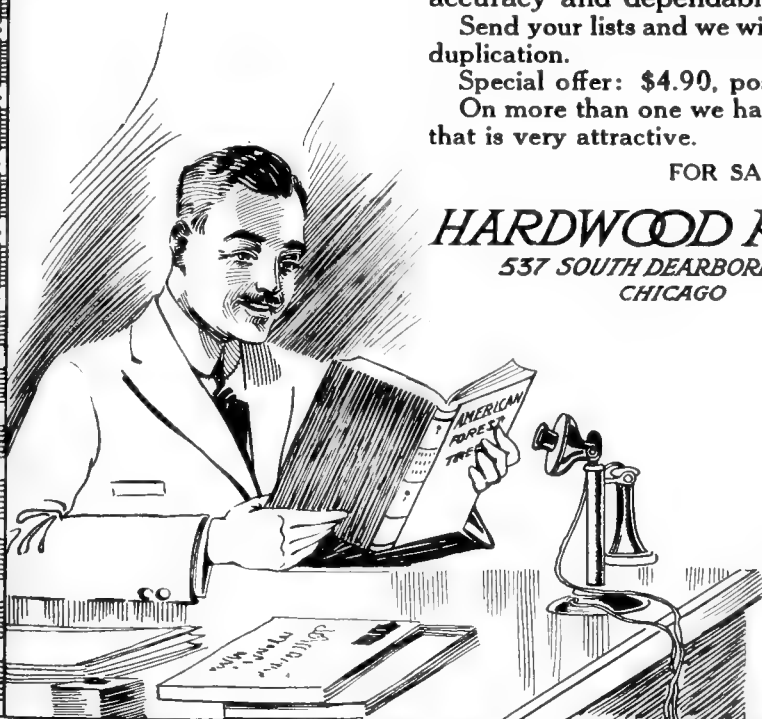
Special offer: \$4.90, postage prepaid.

On more than one we have a sliding scale of price that is very attractive.

FOR SALE BY

HARDWOOD RECORD

537 SOUTH DEARBORN STREET
CHICAGO



When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Michigan Hardwoods
Cadillac Quality

NO. 3 COMMON

8/4 Rock Elm 3 Cars

4/4 Soft Maple... 5 Cars

DRY STOCK

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

**"FINEST" MAPLE AND BEECH
FLOORING**

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

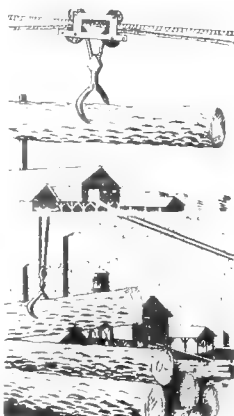
Michigan

GODFREY
HOISTS, HOOKS, AND
CONVEYORS

For Handling Logs and Lumber
unloading cars; conveying lumber to
your piles; unloading from piles to
trucks or wagons at a great saving of
labor and time.

WRITE US

Godfrey Conveyor Co.
108 Thirteenth Street, ELKHART, INDIANA



OUR TREMENDOUS INVESTMENT ASSURES QUALITY

The photograph at the bottom of this page gives an idea of the heavy investment necessary to successfully log hardwood timber on a permanent southern operation. It is part of our many miles of standard gauge logging track. Delays due to improperly maintained trackage could prevent a consistent supply of logs; therefore this spur line is kept up as carefully as any main line road, all of which means a steady pressure of expense.

The heavy timber resource behind our Deering, Mo., operations guarantees a sufficiently long time supply to warrant our heavy investment in the right kind of equipment. And just as a matter of business common-sense, we believe in holding old customers by adopting every possible means for insuring perfect quality and service.

Thus, we are safe in putting the stamp of guarantee—our trademark—on every piece of lumber. The best assurance and the fullest possible measure of value is found in the fact that not a single board is picked out of any grade.

Wisconsin Lumber Company
Chicago, Illinois



Manufacturers of
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar Plain Oak

Quartered Oak

Chestnut Basswood

Oak Flooring

Coal Grove, Ohio, U. S. A.

HOLT
PEORIA-STOCKTON

The "CATERPILLAR" Logger



NOT merely a hauler—but a real logger. Not limited in operation to prepared roads, but able to go right out into the woods and bring the logs in. The "Caterpillar" Logger is Holt's latest achievement in solving the power problems of the logging industry.

Powerful, yet compact in size, flexible, yet sturdy and reliable, it will bring in your logs cheaper than any other method. Not an ordinary tractor, but a real logger, built to meet the conditions encountered every day in the woods and on the road.

Send for bulletin C-150, The "Caterpillar" Logger

THE HOLT MANUFACTURING COMPANY, Inc.
PEORIA, ILLINOIS

Spokane, Wash. New York Office, 50 Church St. Factories at Stockton, Cal., and Peoria, Ill.

There is but one

CATERPILLAR

— HOLT builds it.

Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 25, 1920

Subscription \$2.
Vol. L, No. 5



To Our Friends At Home and Abroad Greetings:

AS ONCE AGAIN THE JOYOUS YULETIDE APPROACHES, WITH HEARTS FULL OF THANKSGIVING FOR THE BLESSINGS WE HAVE ENJOYED DURING THE YEAR ABOUT TO CLOSE, AND WITH LOVE TO OUR FELLOW-MAN, WE RISE TRIUMPHANT O'ER BUSINESS CARES AND SINCERELY WISH YOU A GOOD, OLD-FASHIONED MERRY CHRISTMAS, AND A FULL MEASURE OF HAPPINESS AND PROSPERITY THROUGHOUT THE COMING YEAR!

Thompson-Katz Lumber Co.

Memphis, Tenn.

JOE THOMPSON
President

Cable Address
"TOMKATS"

H. KATZ
Vice President



ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALEERS

LUMBER

PHILADELPHIA PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

SALESMEN

H. C. HITCHCOCK.....649 Pingree Ave., Detroit, Mich.
GEO. A. HOUGHTON.....Goodman, Wis.
GEO. S. CORTIS, care K. S. Goodman & Co., 707 Ry. Exch., Chicago
L. J. SHANNESY.....Box 88, Grand Rapids, Mich.
J. J. O'BRIEN,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
CHAS. E. BOYCE,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
J. H. SAWTELL.....57 Elm St., Oshkosh, Wis.
C. R. GARVEY.....560 East Drive, Woodruff Place, Indianapolis, Ind.
V. R. GEBHARDT.....2638 Glenmawr Ave., Columbus, Ohio
FRANK M. BETTS.....503 D. S. Morgan Bldg., Buffalo, N. Y.

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

WHAT DO YOU WANT?

SOME CONSUMERS OF HARDWOOD LUMBER DO NOT GET VALUE FOR THEIR MONEY. OFT TIMES IT IS BECAUSE THEY DO NOT STUDY THE SOURCE OF THEIR SUPPLY. ARKANSAS IS THE HOME OF THE BEST HARDWOODS. OUR DOUBLE BAND MILLS ARE LOCATED IN THE CENTER OF THE BEST HARDWOOD PRODUCING REGION OF THE STATE. IT WILL PAY YOU TO INVESTIGATE.

GET THE FACTS
NOW

DETROIT REPRESENTATIVE
C. R. ROBINSON
75 LATHROP STREET

Double Band Mills
Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

Mason-Donaldson Lbr. Co.

RHINELANDER, WISCONSIN

HARDWOODS, Pine & Hemlock Lumber


ASH			6/4" No. 1 C&B . 3 cars	4, 4", 5/4" and 6/4" No
1 1/4" No. 2 C&B .	80,000'	8/4" No. 2 Com . 1 car	8/4" No. 3 Com . 2 cars	10/4" Common
BASSWOOD			BIRCH	
4/4" FAS	75,000'	4, 4" to 8/4" FAS	1, 4" to 8/4" Sol & No. 1	12/4" No. 1 C&B . 75,000'
4, 4" Selects & No. 1		Common	4/4" & 5/4" No. 2 Com	ROCK ELM
Com	65,000'			8, 1" No. 2 C&B . . 4 cars
1 1/4" No. 2 Com . . .	80,000'			SOFT MAPLE
4/4" No. 3 Com . . .	50,000'			4, 4" No. 2 C&B—full log
				of log . . . 75,000'

Also Pine and Hemlock yard and crating stock

CAREFUL ATTENTION & PROMPT QUOTATIONS MADE ON ALL INQUIRIES
WRITE US ABOUT YOUR WANTS



MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

QUARTERED WHITE OAK
4/4" Clr. Stps., 4-5 1/2"..... 65,000'
4/4" Clr. Stps., 2 1/2-3 1/2"..... 10,000'
4/4" Clr. Stpr., 1 1/2-2"..... 12,000'
4/4" Com. Stps., 1 1/2-2 1/2"..... 9,000'
4/4" No. 1 Common..... 350,000'

PLAIN OAK
3/4" FAS..... 50,000'
4/4" No. 1 Common..... 200,000'
5/4" No. 1 Common..... 30,000'

POPLAR
8/1" FAS, S. N. D..... 20,000'
8/4" No. 1 Common..... 95,000'
4/4" Box Bds., 9-12"..... 20,000'
4/4" No. 1 Common..... 94,000'
4/4" No. 2 Common..... 108,000'

ASH
8/4", 10/4", 12/4" Common..... 300,000'

SYCAMORE
10/4" Log Run..... 180,000'

SAP GUM
4/4" Panel, 18" & up..... 57,000'
4/4" Box Boards, 13-17"..... 71,000'
4/4" Box Boards, 9-12"..... 73,000'
4/4" No. 1 Common..... 238,000'
4/4" No. 2 Common..... 250,000'
5/4" Log Run..... 100,000'
6/4" Log Run..... 95,000'
8/4" Com. & Btr..... 30,000'

PECAN
8/4" Log Run..... 15,000'

Memphis Band Mill Co.

SAP GUM
4/4" 1s & 2s, 4 mo..... 2 cars
4/4" No. 1 Com., 4 mo..... 5 cars
4/4" No. 2 Com., 4 mo..... 10 cars
5/4" 1s & 2s, 4 mo..... 2 cars
5/4" No. 1 Com., 4 mo..... 3 cars
5/4" No. 2 Com., 4 mo..... 10 cars
QUARTERED SAP GUM
3/4" No. 1 C. & B., 5 mo..... 1 car
4/4" No. 1 C. & B., 4 mo..... 1 car
5/4" FAS, 4 mo..... 2 cars
5/4" No. 1 Com., 4 mo..... 3 cars
6/4" FAS, 4 mo..... 3 cars
6/4" No. 1 Com., 4 mo..... 4 cars
8/4" No. 1 C. & B., 4 mo..... 2 cars
8/4" No. 1 Com., 4 mo..... 3 cars
PLAIN RED GUM
4/4" FAS, 5 mo..... 2 cars
4/4" No. 1 Com., 3 mo..... 3 cars
QUARTERED RED GUM
4/4" No. 1 C. & B., 4 mo..... 1 car

5/4" FAS, 3 mo..... 2 cars
5/4" No. 1 Com., 4 mo..... 3 cars
6/4" No. 1 Com., 5 mo..... 1 small car
8/4" FAS, 4 mo..... 5 cars
8/4" No. 1 Com., 4 mo..... 7 cars
PLAIN RED OAK
4/4" FAS, 3 mo..... 2 cars
4/4" No. 1 Com., 3 mo..... 3 cars
4/4" No. 2 Com., 4 mo..... 9 cars
4/4" No. 3 Com., 4 mo..... 8 cars
PLAIN WHITE OAK
4/4" No. 1 Com., 4 mo..... 5 cars
QUARTERED WHITE OAK
4/4" 1s & 2s, 5 mo..... 2 cars
4/4" No. 1 Com., 4 mo..... 5 cars
4/4" No. 2 Com., 4 mo..... 5 cars
CYPRESS
4/4" Selects, 4 mo..... 2 cars
4/4" No. 1 Shop, 4 mo..... 1 car
4/4" Com. & Pecky, 4 mo..... 15,017'

The Frank A Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM
4/4" Log Run..... 2 cars
8/4" Log Run..... 3 cars
10/4" Log Run..... 2 cars
PLAIN RED GUM
4/4" 1s & 2s..... 4 cars
6/4" 1s & 2s..... 3 cars
4/4" No. 1 Common..... 7 cars
6/4" No. 1 Common..... 3 cars
5/4" Com. & Btr..... 1 car
SAP GUM
4/4" 1s & 2s..... 5 cars
6/4" 1s & 2s..... 2 cars
4/4" No. 1 Common..... 9 cars
6/4" No. 1 Common..... 5 cars
4/4" No. 2 Common..... 4 cars
6/4" No. 2 Common..... 2 cars
5/8" 1s & 2s..... 2 cars
5/8" No. 1 Common..... 3 cars
4/4" Box Bds., 9-12"..... 8 cars
QRTD. GUM, SND.
8/4" Com. & Btr..... 2 cars
8/4" Com. & Btr..... 1 car
QUARTERED RED GUM
6/4" Com. & Btr..... 2 cars
8/4" Com. & Btr..... 2 cars
PLAIN RED OAK
4/4" 1s & 2s..... 5 cars
5/4" 1s & 2s..... 1 car
4/4" No. 1 Common..... 6 cars
5/4" No. 1 Common..... 2 cars
4/4" No. 2 Common..... 3 cars

Dacus-Richards Hardwood Co.

ASH
10/4" Log Run..... 12,000'
12/4" Log Run..... 4,000'
16/4" Log Run..... 7,000'
4/4" No. 2 Common..... 13,000'
10/4" No. 2 Common..... 8,000'
4/4" No. 3 Common..... 24,000'
BASSWOOD
4/4" Log Run..... 70,000'
12/4" Log Run..... 49,000'
QUARTERED RED GUM
4/4" FAS..... 22,000'
4/4" No. 1 Common..... 65,000'
QTD. RED GUM, S. N. D.
8/4" No. 1 Com. & Btr..... 62,000'
8/4" No. 1 Common..... 43,000'
TUPELO GUM
4/4" Log Run..... 19,000'
QUARTERED WHITE OAK
4/4" FAS..... 25,000'
1/2" No. 1 Common..... 28,000'
3/4" No. 1 Common..... 48,000'
4/4" No. 1 Common..... 372,000'
4/4" No. 2 Common..... 104,000'
4/4" Strips, 2 1/2-5 1/2"..... 45,000'
QUARTERED RED OAK
4/4" FAS..... 15,000'
4/4" No. 1 Common..... 160,000'
4/4" No. 2 Common..... 153,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK
5/8" No. 1 Common..... 2 cars
4/4" 1s & 2s..... 2 cars
4/4" No. 1 Common..... 5 cars
6/4" No. 1 Common..... 3,000'
4/4" Common Strips..... 2 cars
8/4" No. 1 Com. & Btr..... 5,000'
4/4" No. 2 Common..... 2 cars
8/4" No. 2 Common..... 1 car
PLAIN RED OAK
3/4" 1s & 2s..... 1 car
3/4" No. 1 Common..... 2 cars
3/4" No. 2 Common..... 1 car
4/4" No. 1 Common..... 2 cars
4/4" No. 2 Common..... 2 cars
PLAIN WHITE OAK
4/4" No. 1 Common..... 4 cars
4/4" No. 2 Common..... 2 cars
MIXED OAK
3/4" No. 3 Common..... 3 cars
4/4" No. 3 Common..... 4 cars
4/4" Sound Wormy..... 2 cars
PLAIN BLACK GUM
3/4" No. 1 Com. & Btr., 5,000'
4/4" No. 1 Com. & Btr., 2 cars
QUARTERED RED OAK
8/4" No. 2 Com. & Btr., 6,000'
PLAIN SA GUM
5/8" No. 1 Com. & Btr., 3 cars
5/8" No. 2 Common..... 2 cars
4/4" 1s & 2s..... 1 car
4/4" No. 2 Common..... 1 car
6/4" 8/4" Dog Boards..... 2 cars
QUARTERED RED GUM S. N. D.
4/4" No. 1 Com. & Btr., 3 cars
5/4" No. 1 Com. & Btr., 3 cars
6/4" No. 1 Com. & Btr., 5 cars
8/4" No. 1 Com. & Btr., 5 cars
PLAIN RED GUM
4/4" No. 1 Com. & Btr., 3 cars
QUARTERED RED GUM
6/4" No. 1 Com. & Btr., 2 cars
8/4" No. 1 Com. & Btr., 2 cars
CYPRESS
4/4" No. 1 Shop..... 2 cars
ELM
6/4" Log Run..... 1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry
COTTONWOOD
4/4" Com. & Btr., 6 mo., 1 car
8/4" No. 1 Com., 6 mo., 1 car
6/4" Com. & Btr., 4 mo., 1 car
RED GUM
5/8" Com. & Btr., 6 mo., 1 car
4/4" 1s & 2s, 6 mo., 1 car
4/4" No. 1 Com., 6 mo., 5 cars
SAP GUM
5/8" 1s & 2s, 4 mo., 4 cars
3/8" No. 1 Com., 4 mo., 2 cars
4/4" 1s & 2s, 4 mo., 1 car
4/4" No. 1 Com., 4 mo., 2 cars
QTD. RED GUM
8/4" 1s & 2s, 6 mo., 1 car
SOFT MAPLE
6/4" Log Run, 6 mo., 1 car
RED OAK
4/4" 1s & 2s, 6 mo., 4 cars
4/4" No. 1 Com., 6 mo., 5 cars
3/4" Com. & Btr., 4 mo., 1 car
WHITE OAK
4/4" 1s & 2s, 6 mo., 2 cars
4/4" No. 1 Com., 6 mo., 5 cars
QTD. WHITE OAK
4/4" Com. & Btr., 6 mo., 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects	5 mos. dry	85,000'
6/4" F&S	6 mos. dry	48,000'
6/4" No. 1 Common & Selects	6 mos. dry	94,000'
8/4" F&S	7 mos. dry	63,000'
8/4" No. 1 Common & Selects	7 mos. dry	137,000'
10/4" F&S	6 mos. dry	33,000'
10/4" No. 1 Common & Selects	6 mos. dry	81,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

ASH	4/4", 8/4" & 10/4" L. R.	50,000'
COTTONWOOD	4/4" Nos. 1 & 2 Com.	75,000'
ELM	4/4" Log Run	14,000'
	8/4" Log Run	45,000'
	10/4" Log Run	30,000'
SAP GUM	4/4" 1s & 2s	95,000'
	4/4" No. 1 Common	180,000'
	4/4" No. 2 Common	150,000'
	8/4" No. 2 Common	30,000'
RED GUM	4/4" No. 1 Common	20,000'
	5/4" No. 1 Common	10,000'
QUARTERED RED GUM	4/4" No. 1 Common	18,000'
	5/4" No. 1 Common	17,000'
	8/4" No. 1 Common	12,000'
QUARTERED SAP GUM	4/4" 1s & 2s	35,000'
	4/4" No. 1 Common	50,000'
	5/4" No. 1 Common	16,000'
	8/4" No. 1 Common	65,000'
SOFT MAPLE	4/4" Log Run	30,000'
	12/4" Log Run	70,000'
QUARTERED WHITE OAK	4/4" No. 1 Common	15,000'
	4/4" No. 2 Common	25,000'
PLAIN WHITE OAK	4/4" No. 1 Common	35,000'
RED AND WHITE OAK	4/4" Sound Wormy	30,000'
QUARTERED RED OAK	4/4" No. 1 Common	50,000'
	4/4" No. 2 Common	14,000'
PLAIN RED OAK	4/4" No. 1 Common	250,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	4/4" No. 1 Com. & 1s & 2s	Band sawed
SAP GUM	4/4" F&S	Band sawed
	4/4" No. 1 Com.	Band sawed
QTD. RED GUM, S. N. D.	8/4" No. 1 Com. & 1s & 2s	Circular sawed
PLAIN RED GUM	4/4" No. 1 Com. & 1s & 2s	Circular sawed
SAP GUM	4/4" F&S	Circular sawed
	4/4" No. 1 Com.	Circular sawed
	4/4" No. 2 Com.	Circular sawed
TUPELO GUM	4/4" No. 1 Com. & 1s & 2s	Band sawed
PLAIN RED OAK	3/4" 80% F&S, 20% Select	Band sawed
	4/4" No. 1 Com.	Circular sawed
	4/4" F&S	Circular sawed
PLAIN WHITE OAK	4/4" F&S	Circular sawed
	4/4" No. 1 Com.	Circular sawed
MIXED OAK	4/4" No. 2 Com.	Circular sawed
	4/4" No. 3 Com.	Circular sawed

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	5/4" No. 1 C. & Btr.	350,000'
	4/4" No. 1 Com. & Btr.	100,000'
	4/4" No. 2 Common	40,000'
	5/4" No. 1 Com. & Btr.	50,000'
	6/4" No. 1 Com. & Btr.	85,000'
PLAIN OAK	4/4" 1s & 2s, White	7,000'
	4/4" No. 1 Com., White	94,000'
	4/4" No. 2 Com., White	30,000'
	4/4" 1s & 2s, Red	200,000'
	4/4" No. 1 Com., Red	90,000'
	4/4" No. 2 Com., Red	30,000'
	4/4" Sd. Wmy. Mixed	30,000'
QUARTERED RED GUM	4/4" No. 1 Com. & Btr.	75,000'
PLAIN RED GUM	5/8" No. 1 Com. & Btr.	50,000'
	4/4" No. 1 Com. & Btr.	80,000'
	5/4" No. 1 Com. & Sel.	10,000'
	6/4" No. 1 Com. & Sel.	56,000'
QTD. RED GUM, S. N. D.	4/4" No. 1 Com. & Btr.	40,000'
	8/4" No. 1 Com. & Btr.	30,000'
	10/4" No. 1 Com. & Btr.	30,000'
	12/4" No. 1 Com. & Btr.	34,000'
	16/4" No. 1 Com. & Btr.	17,700'

Bellgrade Lumber Co.

PLAIN SAP GUM

5/8" No. 1 Com. & Btr.	100,000'
3/4" No. 1 Com. & Btr.	100,000'
3/4" No. 2	50,000'
4/4" No. 1 Com. & Btr.	200,000'
4/4" No. 1 Common, 12" & wider	50,000'
4/4" No. 2	150,000'
5/4" No. 1 Com. & Btr.	50,000'
6/4" No. 2	75,000'

PLAIN RED GUM

1/2" No. 1 Com. & Btr.	25,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" F&S	75,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	150,000'
8/4" No. 1	20,000'

BLACK GUM

4/4" No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	25,000'

5/4" No. 1 C. & B.	37,000'
10/4" No. 1 C. & B.	25,000'
12/4" No. 1 C. & B.	30,000'

QUARTERED SAP GUM

4/4" No. 1 Com. & Btr.	150,000'
6/4" No. 1 Com. & Btr.	60,000'
8/4" No. 1 Com. & Btr.	150,000'
10/4" No. 1 Com. & Btr.	150,000'
12/4" No. 1 Com. & Btr.	100,000'

PLAIN RED OAK

5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	200,000'
4/4" No. 3	200,000'

PLAIN WHITE OAK

QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	200,000'
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK

4/4" 1s & 2s	30,000'
4/4" No. 1 Common	45,000'
4/4" No. 2 Common	20,000'
6/4" No. 1 Com. & Btr.	5,000'
8/4" No. 1 Com. & Btr.	15,000'

QUARTERED RED OAK

3/4" 1s & 2s.....	20,000'
3/4" No. 1 Common.....	20,000'
4/4" No. 2 Common.....	20,000'
PLAIN RED & WHITE OAK	
4/4" No. 3 Common.....	60,000'
4/4" Sound Wormy.....	45,000'

PLAIN RED & WHITE OAK

4/4" No. 1 Common.....	50,000'
4/4" No. 2 Common.....	40,000'
5/8" No. 1 Com. & Btr.....	17,000'
3/4" 1s & 2s.....	30,000'
3/4" No. 1 Common.....	30,000'

QUARTERED RED GUM

6/4" No. 1 Com. & Btr.	30,000'
8/4" No. 1 Com. & Btr.	40,000'

QUARTERED SAP GUM

4/4" No. 1 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	140,000'
8/4" No. 1 Com. & Btr.	40,000'
10/4" No. 1 Com. & Btr.	30,000'
6/4" to 8/4" Dog Bds.	15,000'

PLAIN SAP GUM

3/4" No. 2 Common	5,000'
4/4" 1s & 2s	30,000'
4/4" No. 1 Common	200,000'
4/4" No. 3 Common	60,000'
5/4" 1s & 2s	100,000'
5/4" No. 1 Common	80,000'

COTTONWOOD

4/4" Wide Box Bds.	30,000'
4/4" Narrow Box Bds.	12,000'
4/4" 1s & 2s	80,000'
4/4" No. 1 Common	800,000'
4/4" No. 2 Common	200,000'

Mark H. Brown Lumber Co.

ASH

1" to 5" No. 2 Com. & Btr. 2,000,000'

COTTONWOOD

4/4" Log Run	125,000'
4/4" Log Run Cypress	35,000'
4/4" & 5/4" Log Run Gum	150,000'
4/4" Log Run Plain Oak	50,000'
4/4" Nos. 1 & 2 Com. Qtd. White Oak	25,000'
8/4-12/4" Log Run Soft Elm	50,000'

Dudley Lumber Company

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH			
1" Sel. & Btr.	15,000'	12 1/4" No. 1 Com. & Btr.	35,000'
1" No. 1 Common	55,000'	12 1/4" No. 1 Common	15,000'
1" No. 2 Common	20,000'	14 1/4" No. 2 Com. & Btr.	20,000'
5/4" Sel. & Btr.	41,000'	16 1/4" up Sel. & Btr.	18,000'
5/4" No. 1 Common	28,000'	16 1/4" Com. & Btr.	50,000'
5/4" No. 2 Common	26,000'	16 1/4" No. 1 Common	15,000'
6 3/4" Sel. & Btr.	16,000'	8 1/4" 10 1/4" 16 1/4" No.	
6 3/4" No. 1 Common	25,000'	2 & 3 Common	1 car
6 3/4" No. 2 Common	22,000'	4 1/4" to 16 1/4" Sd. W.	1 car
8 1/4" x 10" up Sel. & Btr.	15,000'	POPLAR	
8 1/4" Sel. & Btr.	18,000'	4 1/4" Log Run	35,000'
8 1/4" No. 1 Com. & Btr.	150,000'	COTTONWOOD	
8 1/4" No. 1 Common	75,000'	4 1/4" 1s & 2s	14,000'
10 1/4" x 10" up Sel. & Btr.	12,000'	4 1/4" No. 1 Common	10,000'
10 1/4" Common & Better	32,000'	GUM	
10 1/4" No. 1 Common	15,000'	4 1/4" Log Run	125,000'
12 1/4" x 10" up Sel. & Btr.	13,000'	PLAIN OAK	
		4 1/4" No. 2 Com. & Btr.	15,000'

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH			
10 1/4" No. 1 Common	3,000'	4 1/4" No. 2 Common	6,700'
5 1/4" No. 2 Common	4,000'	5 1/4" No. 2 Common	25,000'
8 1/4" No. 2 Common	28,000'	6 1/4" No. 2 Common	2,700'
16 1/4" Com. & Btr.	13,000'	QTD. GUM, SND.	
CYPRESS		8 1/4" Com. & Btr.	55,000'
4 1/4" Shop & Btr.	12,000'	PLAIN RED GUM	
5 1/4" Shop & Btr.	9,000'	4 1/4" 1s & 2s	2,500'
6 1/4" Shop & Btr.	7,000'	4 1/4" No. 1 Common	5,000'
8 1/4" Shop & Btr.	6,000'	5 1/4" No. 1 Common	30,000'
ELM		8 1/4" No. 2 Common	3,000'
4 1/4" Log Run	5,000'	QTD. RED GUM	
5 1/4" Log Run	6,000'	4 1/4" 1s & 2s	3,000'
6 1/4" Log Run	6,000'	5 1/4" 1s & 2s	4,000'
10 1/4" Log Run	1,000'	8 1/4" Com. & Btr.	45,000'
12 1/4" Log Run	15,000'	4 1/4" No. 1 Common	3,500'
SAP GUM		5 1/4" No. 1 Common	4,200'
4 1/4" 1s & 2s	65,000'	6 1/4" No. 1 Common	1,000'
5 1/4" No. 1 Common	60,000'	PLAIN RED OAK	
4 1/4" No. 1 Common	6,500'	4 1/4" 1s & 2s	18,000'
4 1/4" No. 1 Common	6,700'	5 1/4" 1s & 2s	6,000'
5 1/4" No. 1 Common	25,000'	6 1/4" 1s & 2s	4,000'
6 1/4" No. 1 Common	2,700'	4 1/4" No. 1 Common	36,000'
		5 1/4" No. 1 Common	20,000'

Welsh Lumber Company

SAP GUM		POPLAR	
1 1/2" No. 1 Com. & Btr.	3 cars	4 1/4" No. 2 Com. & Btr.	6 cars
6 1/4" No. 1 Common	1 car	8 1/4" No. 2 Com. & Btr.	5 cars
8 1/4" No. 1 Com. & Btr.	5 cars	HICKORY	
QUARTERED RED GUM, SND.		6 1/2" No. 2 Com. & Btr.	3 cars
4 1/4" No. 1 Com. & Btr.	1 car	8 1/4" No. 2 Com. & Btr.	5 cars
4 1/4" No. 1 Com. & Btr.	4 cars	SOFT MAPLE	
QUARTERED RED GUM		8 1/4" No. 2 Com. & Btr.	3 cars
1 1/2" No. 1 Com. & Btr.	2 cars	10 1/4" No. 2 Com. & Btr.	5 cars
8 1/4" No. 1 Com. & Btr.	3 cars	12 1/4" No. 2 Com. & Btr.	2 cars
QUARTERED WHITE OAK		ELM	
1 1/2" No. 1 Com. & Btr.	2 cars	8 1/4" No. 2 Com. & Btr.	1 car
QUARTERED RED OAK		10 1/4" No. 2 Com. & Btr.	1 car
4 1/4" No. 1 Com. & Btr.	4 cars	12 1/4" No. 2 Com. & Btr.	2 cars
ASH		SYCAMORE	
8 1/4" No. 2 Com. & Btr.	3 cars	4 1/4" No. 2 Com. & Btr.	3 cars
10 1/4" No. 2 Com. & Btr.	5 cars	5 1/4" No. 2 Com. & Btr.	2 cars
12 1/4" No. 2 Com. & Btr.	7 cars		

S. B. Schwartz & Company

201 Central Bank Building

Mills Booneville Miss.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4 3/4" No. 1 Com. & Btr.	1 car	6 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Com. & Btr.	2 cars	8 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Com. & Btr.	2 cars	10 1/4" No. 1 Common	1 car
8 1/4" No. 1 Com. & Btr.	4 cars	12 1/4" No. 1 Common	1 car
10 1/4" No. 1 Com. & Btr.	3 cars	4 1/4" No. 2 Common	2 cars
12 1/4" No. 1 Com. & Btr.	3 cars	5 1/4" No. 2 Common	2 cars
16 1/4" No. 1 Com. & Btr.	1 car	6 1/4" No. 2 Common	1 car
4 1/4" No. 1 Common	1 car	8 1/4" No. 2 Common	1 car
5 1/4" No. 1 Common	3 cars	4 1/4" No. 3 Common	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths

PLAIN SAP GUM		8 1/4" FAS	
4 1/4" FAS	3 cars	4 1/4" No. 1 Common	1 car
5 1/4" FAS	5 cars	5 1/4" No. 1 Common	1 car
8 1/4" FAS	4 cars	8 1/4" No. 1 Common	1 car
4 1/4" Box Bds. 13-17"	2 cars	PLAIN RED GUM	
4 1/4" Box Bds. 11-12"	1 car	4 1/4" FAS	1 car
4 1/4" Box Bds. 9-10"	2 cars	5 1/4" FAS	1 car
4 1/4" No. 1 Common	5 cars	8 1/4" FAS	1 car
5 1/4" No. 1 Common	3 cars	4 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Common	4 cars	5 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		8 1/4" No. 1 Common	1 car
5 1/4" FAS	2 cars	QUARTERED WHITE OAK	
8 1/4" FAS	3 cars	4 1/4" FAS	5 cars
5 1/4" No. 1 Common	2 cars	6 1/4" FAS	1 car
8 1/4" No. 1 Common	3 cars	4 1/4" No. 1 Common	5 cars
QUARTERED RED GUM		6 1/4" No. 1 Common	1 car
4 1/4" FAS	1 car	PLAIN RED AND WHITE OAK	
5 1/4" FAS	1 car	8 1/4" No. 1 & No. 2 Com.	2 cars

Ferguson & Palmer Company

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIAL
FURNITURE
438 RANDOLPH BUILDING

ASH			
6 1/4" Com. & Btr.	1 car	4 1/4" No. 2 Common	8 cars
12 1/4" Com. & Btr.	1/2 car	4 1/4" No. 3 Common	8 cars
COTTONWOOD		6 1/4" Com. & Better	3 cars
4 1/4" Wide Box. 13-17"	1 car	8 1/4" Com. & Better	15 cars
4 1/4" Narrow Box. 9-12"	1 car	QTD. RED GUM	
4 1/4" FAS. 13" & up	1 car	8 1/4" Com. & Better	7 cars
4 1/4" FAS. 6-12"	5 cars	PLAIN RED GUM	
4 1/4" No. 1 Common	10 cars	5 1/4" Com. & Better	6 cars
CYPRESS		6 1/4" Com. & Better	6 cars
4 1/4" Select	7 cars	QTD. RED OAK	
4 1/4" No. 1 Shop	10 cars	4 1/4" No. 1 Common	1 car
4 1/4" No. 1 Common	15 cars	QTD. WHITE OAK	
4 1/4" No. 2 Common	15 cars	4 1/4" No. 1 Common	10 cars
1 1/2" No. 1 Common	6 cars	PLAIN RED OAK	
1 1/2" No. 2 Common	6 cars	4 1/4" Com. & Better	25 cars
5 1/4" Shop & Better	5 cars	5 1/4" Com. & Better	10 cars
6 1/4" Shop	1 car	6 1/4" Com. & Better	3 cars
8 1/4" Shop	1 car	PLAIN WHITE OAK	
TUPELO		4 1/4" Com. & Better	20 cars
4 1/4" Com. & Btr.	3 cars	SOFT MAPLE	
SAP GUM		4 1/4" to 12 1/4" Log Run	30 cars
4 1/4" No. 1 Common	10 cars		

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

MANUFACTURERS AND WHOLESALERS
Regular Widths and Lengths

ASH		SOFT ELM	
12/4" No. 1 C&B., 4 mo.	30,000'	4/4" No. 2 Com., 4 mo.	75,000'
10/4" No. 1 C&B., 4 mo.	47,000'	5/4" No. 2 Com., 4 mo.	50,000'
8/4" No. 1 C&B., 4 mo.	13,000'		
4/4" No. 1 Com., 4 mo.	35,000'		
4/4" No. 2 Com., 4 mo.	25,000'		
4/4" No. 3 Com., 4 mo.	40,000'		
COTTONWOOD		PLAIN SAP GUM	
4/4" B. B., 13-17", 4 mo.	32,000'	4/4" FAS., 4 mo.	90,000'
4/4" B. B., 8-12", 4 mo.	15,000'	4/4" No. 1 Com., 4 mo.	75,000'
4/4" FAS., 11" up, 4 mo.	12,000'	4/4" No. 3 Com., 4 mo.	100,000'
4/4" FAS., 8-12", 4 mo.	38,000'	4/4" No. 1 Com., 4 mo.	44,000'
4/4" No. 1 Com., 4 mo.	75,000'	8/4" No. 1 Com., 4 mo.	13,000'
5/4" No. 1 Com., 4 mo.	50,000'		

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QUARTERED RED GUM		QUARTERED WHITE OAK	
6/4" No. 1 Common	19,000'	4/4" FAS.	14,000'
QUARTERED SAP GUM		5/4" FAS.	10,000'
8/4" FAS.	14,000'	6/4" FAS.	11,000'
8/4" No. 1 Common	16,000'	4/4" No. 1 Common	27,000'
PLAIN SAP GUM		5/4" No. 1 Common	18,000'
4/4" No. 1 Common	48,000'	6/4" No. 1 Common	35,000'
5/4" No. 1 Common	25,000'	8/4" No. 1 Common	14,000'
PLAIN RED OAK		4/4" No. 2 Common	33,000'
4/4" No. 1 Common	33,000'	5/4" No. 2 Common	11,000'
5/4" No. 1 Common	14,000'	6/4" No. 2 Common	8,000'
6/4" No. 1 Common	21,000'	POPLAR	
8/4" No. 1 Common	18,000'	4/4" No. 1 Common	75,000'
10/4" No. 1 Common	30,000'	6/4" No. 1 Common	35,000'
4/4" No. 2 Common	82,000'	4/4" No. 2 Common	16,000'
5/4" No. 2 Common	25,000'	5/4" No. 2 Common	16,000'
6/4" No. 2 Common	13,000'	6/4" No. 2 Common	11,000'
8/4" No. 2 Common	26,000'	8/4" No. 2 Common	52,000'
4/4" Sound Wormy	42,000'		

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4/4" 1s & 2s 13 & up	35,000'	5/4" No. 2 Common	15,000'
4/4" No. 1 Common	175,000'	QTD. RED GUM, S.N.D.	
4/4" No. 1 C. 13 & up	30,000'	4/4" No. 1 Com. & Btr.	86,000'
4/4" No. 2 Common	117,000'	5/4" No. 1 Com. & Btr.	70,000'
5/4" 1s & 2s	100,000'	6/4" No. 1 Com. & Btr.	55,000'
5/4" No. 1 Common	225,000'	8/4" No. 1 Com. & Btr.	225,000'
5/4" No. 2 Common	50,000'	10/4" No. 1 C. & Btr.	35,000'
13/17" Box Boards	75,000'	QUARTERED RED GUM	
9/12" Box Boards	55,000'	4/4" No. 1 Common	100,000'
PLAIN RED GUM		5/4" No. 1 Com. & Btr.	30,000'
4/4" 1s & 2s	43,000'	8/4" 1s & 2s	45,000'
4/4" No. 1 Common	135,000'	8/4" No. 1 Common	60,000'
4/4" No. 2 Common	66,000'	TUPELO	
5/4" 1s & 2s	31,000'	4/4" No. 1 Com. & Btr.	85,000'
		4/4" No. 3 Common	15,000'

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QUARTERED SAP GUM		PLAIN RED GUM	
4/4" Com. & Btr.	50,000'	4 1" 1s & 2s	50,000'
5/4" Com. & Btr.	50,000'	1/4" No. 1 Common	50,000'
6/4" Com. & Btr.	50,000'	1/4" No. 2 Common	50,000'
PLAIN SAP GUM		5 1" No. 1 Common	50,000'
4/4" No. 1 Common	100,000'	5/4" No. 2 Common	50,000'
4/4" No. 2 Common	100,000'	6 1" No. 1 Common	50,000'
4/4" No. 3 Common	100,000'	6 1" No. 2 Common	50,000'
5/4" 1s & 2s	50,000'	6 1" No. 3 Common	50,000'
5/4" No. 1 Common	50,000'	PLAIN WHITE OAK	
5/4" No. 2 Common	50,000'	4 1" 1s & 2s	50,000'
5/4" No. 3 Common	50,000'	1/4" No. 1 Common	50,000'
6 1" 1s & 2s	50,000'	4 1" No. 2 Common	50,000'
6 1" No. 1 Common	50,000'	1/4" No. 3 Common	50,000'
6 1" No. 2 Common	50,000'	PLAIN RED OAK	
6 1" No. 3 Common	50,000'	4 1" No. 1 Common	50,000'
8 1/4" No. 3 Common	50,000'	4/4" No. 2 Common	50,000'
		4/4" Sound Wormy	50,000'

Geo. C. Brown & Co.

ASH		QUARTERED WHITE OAK	
10/4" Com. & Btr.	100,000'	4/4" FAS.	30,000'
5/4" No. 1 Common	50,000'	5/4" FAS.	50,000'
COTTONWOOD		6/4" FAS.	25,000'
4/4" No. 1 Common	100,000'	4/4" No. 1 Common	100,000'
ELM		5/4" No. 1 Common	100,000'
8/4" Log Run	75,000'	6/4" No. 1 Common	150,000'
10/4" Log Run	50,000'	PLAIN WHITE OAK	
12/4" Log Run	50,000'	4/4" FAS.	20,000'
16 1" Log Run	15,000'	4/4" No. 1 Common	100,000'
PLAIN RED GUM		QUARTERED RED OAK	
4/4" FAS.	14,000'	6/4" No. 1 Common	100,000'
4/4" No. 1 Common	50,000'	5/4" FAS.	50,000'
QUARTERED RED GUM		4/4" No. 1 Common	75,000'
8/4" Com. & Btr.	40,000'	PLAIN RED OAK	
QTD. RED GUM, S.N.D.		4/4" Com. & Btr.	150,000'
6/4" Com. & Btr.	100,000'	5/4" Com. & Btr.	80,000'
8/4" Com. & Btr.	125,000'	6/4" Com. & Btr.	80,000'
10/4" Com. & Btr.	200,000'	5/4" No. 3 Common	100,000'
12/4" Com. & Btr.	150,000'		
PLAIN SAP GUM			
4/4" No. 1 Common	100,000'		
5/4" No. 1 Common	75,000'		

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No. 1 C&S.....	4/4"	FAS	4-12/4"
No. 2 Common.....	4/4"	No. 1 Common.....	4-12/4"
No. 3 Common.....	4/4"	No. 2 Common.....	4-12/4"
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Sound Wormy ...	4/4"	No. 2 C&B.....	4/4"
Sycamore		FAS	4/4"
No. 2 Com. & Btr.....	4/4"	No. 1 Common.....	4/4"
Elm		No. 2 Common.....	4/4"
Log Run	4-12/4"	Poplar	
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No. 2 Common.....	4-12/4"	Sap & Selects....	4 to 12/4"
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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BOTANICAL
GARDEN

No. 5

Review and Outlook

General Market Conditions

IT IS THE OBLIGATION of the prophet to search the past that he may the more clearly see what lies ahead. That sentence should not be taken literally, for have not fools and prophets long been linked together in the minds of wise men. That man who so sets himself up reveals by the very audacity of his claim that he is not sufficiently endowed mentally to speak words that are worth while.

It is, though, possible for all of us to draw conclusions from circumstances that have gone into history and those that are now in the making. Often such conclusions can be of substantial value, but never before has it been so difficult to untangle the threads leading to the vitals of industry and commerce and rearrange them in orderly fashion so that they all point to a common conclusion.

Few words will describe what happened during the past year. Markets on all commodities were still showing an upward curve for the first two or three months when a tendency to assume a horizontal position manifested itself. The public mind had long been seething under the irritation of excessive prices. It suddenly boiled over. Buying stopped abruptly, and the line of commodity values instead of showing a graduated decline immediately assumed an almost perpendicular position with the arrow pointing downward.

In short, since May, values have fallen like a plummet. This sudden reversal has been ascribed to different causes, many people endeavoring to fix the blame on artificial action. The press has been roundly scored for its propaganda against buying at exorbitant prices; the Federal Reserve board has come in for equal censure for its restriction of credits; the government through its agitation against high prices and its counsel to buy less has been loaded with blame.

These, though, while at the time they appeared as primary causes were but irritants. A vast and overwhelming public conviction that the time had come for the bursting of the bubble was the one thing responsible. Other causes have long ceased to be fundamental. In fact, if the Federal Reserve board felt, as it probably did in the beginning, that through its functions it could control the passage of industry and commerce through the liquidation period, it must long since have realized that the situation had gotten entirely out of hand. No arbitrary or regulatory action is now sufficiently powerful to make much impression. Liquidations must be completed along natural lines and the future of business is dependent strictly upon fundamentals.

What then does the future hold? Industrial depression came upon us with a largely unfilled demand for many things. The potential

demand for buildings, for instance, is just as great now as it was at the beginning of 1920. The demand for many other things, some necessities and some luxuries, is just as potentially great. The ability and the inclination to buy have merely been interrupted.

An astonishing and altogether encouraging spectacle during the progress of the breaking market has been the consistency with which industrial houses have stood the strain. Tremendous latent strength has been revealed, apparently sufficient to weather the storm for some months ahead. Thus the bulk of production has been able to govern its activities according to the exigencies existent. Since it became evident that the depression was real and lasting, a closing down policy has become general. Some stocks have, it is true, been forced on the market, but in lumber especially the forcing process has not been general unless it might be in yellow pine.

Just how far this curtailment of production has gone has never before been clearly revealed. Hardwood Record is delighted to be able to present as a special feature of this issue an accurate survey of just what has happened in the curtailment of hardwood production, and just what will have happened by January 1. These conclusions are not drawn by inference but from actual fact. The net of the whole matter is that by January 1 but thirteen per cent of the entire potential hardwood production of the South, including the mountain regions as well as the Mississippi section, will be in operation, and but fourteen per cent of the hardwood production in the lake states region. Thus taking the hardwood territory as a whole, exclusive of New England, there will be in operation by January 1 but thirteen and a quarter per cent of the entire potential hardwood producing capacity.

This, of course, has no direct bearing on the present. Realization of these facts must of course in time bring about a better understanding of what may result from undue delay in placing hardwood orders, and may stimulate a certain measure of buying. Their chief value, though, lies in the evidence they give as to the future.

Hardwood Record has distinctly maintained for some time that hardwood lumber will be strong property the minute values are stabilized, and values will be stabilized just as soon as the first evidence of renewed interest in buying comes to the front.

Renewal of hardwood lumber buying has always been dependent upon two groups of factors, namely, those confined exclusively to the industry and those general factors which are more basic in their character. It being conceded, apparently by acclaim, that a turn back to more favorable conditions is imminent, the one thing that interests

everyone now is when will this turn come about, and how far will it carry when it does come.

The hardwood industry is therefore entirely dependent, just as is every other industry, upon what the public will do within the next few months. It is unnecessary to say that the public will not show much interest in purchases unless a distinctly new level of permanent values is apparent. Nor must it be forgotten that the present depression has seriously militated against the buying power of the public through decreases or entire interruption of wages. In general, though, money is still here and this loss of purchasing power can have the effect only of making a return to normal more gradual.

In short, **HARDWOOD RECORD** firmly believes that a new level of values frankly displayed to the public would soon cause renewal of buying, even though this renewal may be gradual. There is every reason to believe that manufacturers can produce in general more cheaply than formerly. Labor efficiency has increased fully fifty per cent and wages are concurrently decreasing. It is quite obvious that at present prices many commodities are sold at less than cost so that today the manufacturers' problem is to produce for still less. To do that he must have a still lower labor cost and he is rapidly working to accomplish that end.

HARDWOOD RECORD believes that the present depression is too far-reaching and deeply rooted to be overcome in a short time. Still we are surrounded with the essentials of prosperity, with big crops, with lessening production costs, with strong underlying necessity for many articles of public demand, and with a gradual easing in the money situation. At the same time we have greatly curtailed production in all commodities. This means that the market will be much more elastic and will rebound much more quickly when the turn begins. It will not be unwieldy through over-accumulations or large stocks of anything.

Because when the new manufactured products come into the market in the early spring months they will unquestionably mark a much lower level of prices and distinctly stabilize values, **HARDWOOD RECORD** believes that their appearance will signal a very gradually awakened interest on the part of the public. **HARDWOOD RECORD** believes that this awakened interest will thus continue gradually in the beginning until some inroad into stocks has been made, and that by the early spring these developments will have reached a point almost of expansion. This period then will find short stocks of raw materials with resulting upward tendency of prices as scarcity develops. In hardwood lumber in the upper grades this scarcity is even now apparent and with practically ninety per cent of production cut off by January 1, it will become more marked, especially as many of the logs going in this winter have been in the woods so long as to be seriously deteriorated.

This increase in the level of values may have the double effect of stimulating production, and possibly of creating a further reaction if it reflects in higher selling prices to the public. The result would naturally follow that a second depression period would be introduced. This, though, would be but slight as compared to the present, and really would not show so much evidence of depression as of effort to stabilize. In other words, the pendulum would be checked quickly just as it might begin its upward swing.

Following this might be anticipated the gradual return to more permanent normal progress which would introduce the period of four or five years healthy prosperity which has been so confidently predicted by so many men in eminently important positions.

Hardwood Record believes hardwood lumber is today good property if it is held. That is to say, it does not increase sales, in fact it still further holds up buying to endeavor to force merchandise at less than cost. At the same time no one should expect to realize full values on accumulations of old, high-priced stuff. People in that unfortunate position may as well take their loss and figure their future on the basis of greater efficiency in production and less cost of operation.

Manufacturer's Inventory

THERE HAS BEEN a great deal of misunderstanding as to the interpretation put upon inventory regulations by the Internal Revenue Bureau.

As a general proposition, it is quite universally understood that the regulations authorizing inventory to be taken at cost or market, whichever is lower, means that if the market is lower than cost, inventories may be taken at market, but this with the interpretation of "market" as we generally understand that word, to-wit: What an article can be bought for in the open market. However, the manufacturer's market, as defined by the Revenue Bureau is not the replacement cost, as generally understood, but the cost to manufacture the article. In other words, mill lumber stocks to be inventoried must be taken at the cost of manufacturing, rather than the price at which the lumber could be sold, which would be the "market" as we generally understand that phrase.

A hearing was had Tuesday of last week before the Committee of Appeals and Review to correct this situation. At this hearing it was shown that the stocks in the yards of many manufacturers cost from five to fifteen dollars in excess of what certain items could be sold for. To make such manufacturers pay an income tax upon the cost of manufacturing these items would simply mean that such a taxpayer would be paying taxes upon losses rather than income. An early decision by the Committee of Appeals and Review is expected, and in the interest of equity it is to be hoped that the decision will correct a manifest injustice.

Choose Your Timberland Policy

IT IS GENERALLY CONSIDERED as inevitable that the Sixty-seventh Congress will enact legislation establishing a national policy of conservation and reproduction of the forest resources of the country, and this being the case it is of vital necessity that the owners of timberland and manufacturers of wood products, who will be more directly affected than any other group of citizens, should be thoroughly informed as to the provisions of the two plans now before the federal legislative body. Timberland owners and woodworkers must know which plan best serves their own interests, in order that they may back that plan and protect themselves. It is in this connection that **HARDWOOD RECORD** directs their attention to the paper on "Proposed National Timberland Policies," carried in other columns of this publication.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3 1879.

Why There May Be a Famine of Hardwood Lumber

The average daily cut of hardwood mills in all territory other than the Lake States, will be reduced to approximately 2,500,000 board feet, or about 13 per cent of normal, by Jan. 1, 1921.

This statement is based upon figures gathered in what HARDWOOD RECORD believes to be the most representative investigation of curtailment of hardwood lumber production made since the bottom dropped out of the market. It illustrates the alarming extent to which the "Buyers' Strike" has forced curtailment of hardwood production, and suggests the certainty of a famine condition of stocks should a normal demand develop before the middle of summer.

Two hundred and twenty-nine manufacturers outside of the Lake States territory answered a questionnaire sent out asking if they had shut down their mills, what their daily normal production was, when they would close if they had not closed, and if they were still operating, what the percentage of their present daily output is to normal? Also, whether or not they were continuing their logging operations, and if so, by what per cent had these operations been curtailed? These operators reported a normal daily cut of 11,333,500 feet, which is 56 per cent of the estimated total normal daily cut of 20,000,000 feet for the mills in the territory reporting.

Of the operators reporting, 121 had closed their mills as of Dec. 1, representing a normal daily cut of 5,582,000 feet. Forty-three other operators reported they would close between Dec. 1 and Jan. 1. They represented an additional normal daily cut of 1,558,000 feet.

One hundred and six of the operators reported their mills still at work Dec. 1, they representing a normal daily cut of 5,751,500 feet.

The operators reporting their mills closed as of Dec. 1, combined with those planning to close before Jan. 1, represent a normal daily cut of 7,140,000 feet, or 62 per cent of the 11,333,500 feet of normal daily cut represented in the 229 firms reporting.

It is fair to assume that this also represents 62 per cent of the total normal daily cut of 20,000,000 feet for the entire territory. But 62 per cent does not represent all of the curtailment, as 95 per cent of the firms that would continue operations after Jan. 1, reported that they would be under curtailed production. The operators, who are to keep their mills running, reported a normal daily cut of 4,000,000 feet, in round numbers, but their present daily output was reported as only 2,700,000 feet, or a curtailment of 67 per cent.

Assuming then that the 38 per cent (7,600,000 feet) of normal daily cut that will continue after Jan. 1, is further curtailed by 67 per cent, we have remaining of total normal daily production after Jan. 1 but 2,500,000 feet in round numbers, which is 67 per cent of 7,600,000 feet and approximately 13 per cent of the total normal daily cut of 20,000,000 feet.

Of the firms which had closed mills as of Dec. 1, 70 had stopped logging altogether, 9 had curtailed logging from 10 to 75 per cent and 8 were still doing a normal amount of logging.

Of the firms operating Dec. 1, 52 had ceased to log, 24 had curtailed operations 10 to 90 per cent and 29 were still logging normally.

Calculations made in a similar manner from the reports of 85 hardwood lumber operators in the Lake States, indicate that only firms representing 63 per cent of the normal daily cut of Northern hardwoods will be operating after Jan. 1 and that they will be curtailed 57 per cent, which leaves an estimated daily output of but 1,163,000 feet, as compared to a normal daily output for the region of 7,800,000 feet. In other words, the production continued in the Lake States after Jan. 1 will be but 14 per cent of normal.

In recapitulation, where normally we have 20,000,000 feet daily output we will only have 2,500,000, or 13 per cent of normal, and where we had 7,800,000 we will only have 1,163,000 daily production, or 14 per cent of normal. In sum, the combined output of the chief hardwood lumber producing regions of the country, exclusive of New England, will be but 13.21 per cent of normal on Jan. 1, 1921.

Proposed National Timberland Policies

Evolution of Policies, Resulting in Placing of Two Dominate Programs Before Congress, Is Reviewed and Programs Impartially Contrasted

By Prof. Ralph H. Hosmer
Department of Forestry, Cornell University

The agitation for a National policy for the conservation and reproduction of our forest resources having reached the climacteric stage, wherein it is demanded of Congress that it enact into law one or the other of two programs, *HARDWOOD RECORD* feels that it is particularly fortunate in being able to present Prof. Hosmer's paper to its readers. After giving the history of the evolution of the two policies now before Congress, thus sketching in a background, Prof. Hosmer contrasts them in an understanding and impartial manner. This should greatly assist the reader in making up his mind as to which policy he desires to support—the Pinchot committee policy or the Forest service policy—for, as Prof. Hosmer says, those interested must now make up their minds. The two programs are about to be debated in Congress, which debate will almost certainly result in a measure either sustaining one program or the other, or merging the two in compromise. Therefore, as said, the timberland owner and the manufacturer of wood products must crystallize his opinion and make it felt for the plan he thinks best. Nothing, therefore, on the subject could be more apropos than a discussion of the history of the development of policies, terminating in a placing of these policies side by side so that one may, with a thoroughly instructed mind, select his issue.

Prof. Hosmer's paper was read at the Fifteenth Annual Convention of the Empire State Forest Products Association, and realizing its unusual timeliness, *HARDWOOD RECORD* immediately asked permission to reproduce it in its pages for the benefit of its readers, virtually all of whom are directly interested in the establishment of a National timberland policy that will result in perpetuating an adequate timber supply and at the same time place no repressive regulations upon the private owner of timber.

A few years ago the newspapers carried many jokes as to there being much conversation about conservation. Today a new term is upon our lips about which also, much is being said. The question is asked in the trade journals of the forest industries, "Is a National timberland policy possible?" And a discussion arises that uses up enough good paper to interest even the members of this Association. After a few months the caption is altered to read, "A National timberland policy is possible," but still the discussion in regard to its goes on. What is it all about? Why should there be this interest?

The purpose of this paper is to attempt to answer that question, at least in part, for the movement for a National timberland policy has now reached a stage where it demands the attention of such an association as this. Bills regarding it are already before the Senate and will be acted on this winter. This subject is therefore pertinent to this meeting, for whatever action Congress may take cannot but react upon some or all of those present in this room today.

Let us first glance hastily over the history of this movement, refresh our minds on what it seeks to accomplish and then analyze briefly the salient points of the legislation that is proposed.

The history of forestry in this country is marked by a few important milestones. After a long period of inquiry and propaganda, that became more or less definitely organized about 1875, there resulted in 1891 the act authorizing the President to establish National Forests, or, as they were then called, forest reserves. In 1897 Congress directed the Department of the Interior to draw up regulations for the management of these forests. On these two basic acts rests the administration of the National Forests today. In 1905 the National Forests were transferred from the Department of the Interior to the Department of Agriculture and placed in charge of the Forest Service, with the distinct stipulation that they were to be used for the benefit of all the people in all the many ways that forests can be made to serve the needs of man. In 1911 came the Weeks Law, under which the Federal Government began the purchase of forest lands in the Eastern States—

in the Southern Appalachians and in the White Mountains of New England.

The four dates given are significant as marking long steps in advance. But there are other equally important moves that do not tie up to given years. When Gifford Pinchot became Federal Forester in 1898, his first act was to carry forest work into the field and demonstrate what forestry meant in actual practice. Next, after 1905, came the administrative organization of the National Forests and the difficult task of convincing a somewhat hostile public in certain of the western states as to the need and value of National Forests. Then followed the Conservation Movement, which made clear that the wise use of forests, as well as of waters, lands and minerals, implied safeguarding the rights of the many as against the financial benefit of the few. All these steps are parts of the National forestry policy which we as a Nation have now come to accept almost as a matter of course.

But there was another step still to be taken and that is the one we are today considering; the way in which the great areas of privately owned timberland shall be managed so as to be of the greatest value to all the people of the country in the long run. I need not rehearse statistics. You all know that approximately four-fifths of the merchantable forests of the country are privately owned; that we are cutting at four times the rate the forests are being reproduced; and that the time will soon be upon us when the lumber industry will be centered in the last remaining forest region of the United States, the Pacific Northwest. When the original forests are gone, we must depend on second growth. No adequate provision is being made now even for the proper protection of such future forests, let alone any effective measures of increasing their productivity. The advocates of a National timberland policy seek a remedy before it is too late.

Why a Timberland Policy is Necessary.

Foreign sources of supply are not to be depended on. What other countries might export to us could be but a temporary measure of relief. North America has got to supply her own needs for wood by growing her own forests. And these forests, on which we must in the future depend, will be grown on what is now privately owned land. The American people must have wood. It is indispensable to our civilization. The crux of the whole matter is, will the owners of the great areas of land that are only valuable because they can grow trees, themselves meet the needs of the future, or must the public be forced to take over these areas and make the production of wood a strictly public affair? We have come to a parting of the ways. A decision will soon be reached. It, therefore, behooves every forest land owner to know the facts and decide whether he will make provision to keep his land continually productive, or whether he prefers to let the people, through their government, take over the management of his forest lands.

That is the situation baldly, although of course it is fraught with innumerable details that because of their importance and complexity, sometimes tend to obscure the main issue. The problem is how to adjust matters in the way that at once is fair to the present owners of forest land, that will meet the needs of the American people for a continuous supply of wood and other forest products, and that is practicable of execution, both from the standpoints of economics and of law.

I am not one of those who advocate drastic measures of regulation and control of private forest land owners by the government.

I believe that enlightened self interest will cause a majority of them to do what is required, when once they appreciate the necessity for such action. And I am convinced that where the ownership of forest lands rests on a permanent basis, particularly as in long lived corporations, the holding of such areas for the practice of forestry is a sound financial proposition. The production of forests is necessarily a conservative business enterprise, but given protection from fire, and just taxation, it is as sure and safe an investment as there is. I hold that taken by and large, the American timberland owner is quite as good a citizen and quite as much interested in the permanent welfare of this country as is any one else. But I also think that if he is not awake to his opportunities, and also his responsibilities, in this matter, he will in the end be forced to handle his lands with a view to the future, or else to turn them over to some one who will.

The people must have wood and will take the necessary measures to secure it. The far-sighted owner should see this and shape his course accordingly.

Proposals for a National Timberland Policy

It was in February, 1919, that Col. Henry S. Graves, then Chief Forester of the U. S. Forest Service, opened the campaign for a national timberland policy by an address delivered in Boston before a New England Forestry Conference, called for quite another purpose. Throughout that year Col. Graves spoke in all parts of the country at gatherings of lumbermen, foresters and timberland owners. The meeting for New York state was held at Syracuse Nov. 11, 1919, under the auspices of the New York State Forestry Association, members of this association taking a prominent part. The essentials of Col. Graves' program were the introduction of means to prevent devastation after lumbering, to the end that the forest might be left in productive condition. He advocated joint action by the federal and state governments looking to this end, but nowhere was he very definite as to the methods which should be employed. Furthermore his program aroused no little antagonism, and perhaps even more on the part of foresters than timberland owners, because of what came to be known as the "mandatory principle," by which it was inferred that he proposed to have the governmental agencies dictate to the private owner how and when and where he should do his cutting.

In his later addresses Col. Graves modified to a considerable extent his statements on this point, although claiming not to have changed his position in regard thereto. He then made it clear that so long as some sort of potentially merchantable forest growth remained, he considered the minimum requirements to have been fulfilled. In the northeast, provided fire is kept out after logging, this condition usually results anyway, because of the vigorous reproduction of our northern forest, although very often, as in the Adirondacks, a hardwood forest may succeed the pines and spruces of earlier days. We should be grateful to Col. Graves for getting this matter under way, for without his initial activity it is doubtful if what has followed would have come about so soon.

The next important step was the appointment in the spring of 1919 of a Committee for the Application of Forestry by the Society of American Foresters, the national organization of the forestry profession. The chairman of this committee is Gifford Pinchot, and from his vigorous advocacy of its recommendations it is frequently referred to as the "Pinchot Committee." The committee drew up an elaborate report which was submitted to the society late in December, 1919. Copies of the report have been widely distributed. After a recital of facts, concerning the accuracy of which there has been no really vital criticism, the committee outlined a program, the essential features of which are the creation of a federal commission with direct administrative control over forest devastation on privately owned forest lands, the requirement of reports from forest industries on certain business matters, the control of production whenever such action was deemed necessary for the public good in times of economic stress, measures looking toward the adjustment of labor difficulties by the granting of official recognition to regional and national boards of lumber employers and employees, together with features common to the other

programs about to be enumerated, such as largely increased financial assistance from the federal government to the states for protection against fire, acquisition by the federal government of additional land through purchase or gift, the creation of a national forest loan board, and the encouragement of such matters as investigation and research, forest fire insurance and the introduction of just methods of forest taxation. The crucial point about the committee's proposals is, however, the provisions for direct national control, which differentiates it fundamentally from the other programs.

Other Timberland Policies

In the meantime other agencies had become interested in the national timberland program. In November, 1919, the Committee on Forest Conservation of the American Paper and Pulp Association presented to that association "Suggestions for a national forest policy with especial reference to the pulp and paper industry." This was approved and the committee continued. Twice since, in April and in November, 1920, this committee has submitted additional reports with recommendations, with the result that the Paper and Pulp Association program is now regarded as one that plays one of the important parts in the timberland policy drama. The chairman of that committee is a member of this association, Frank L. Moore. It may be noted further that the pulp and paper report of April deals primarily with federal policies, that of November with state policies. Members of this association should familiarize themselves with both.

The essential points of the Paper and Pulp Association program, first as to federal policy, are the recommendations that the federal government appropriate annually not less than a million dollars, to be expended through the Secretary of Agriculture in coöperation with the states; that the acquisition of forest land by the government be accelerated, both by purchase and exchange, with which goes the suggestion that for this purpose there be appropriated ten million dollars a year for five years; and that there be a survey of the forest resources, production and requirements of the nation. In common with other programs, investigation, just taxation and forest planting are also recommended. As to state forest policies, the Paper and Pulp Association Committee advocates that the administration rest with the states, but in coöperation with the federal government: "that the state, upon request, shall assist the private owners of forest lands to make them continuously productive through the preparation of working plans, supplying of plant material and supervision of silvicultural operations free of charge, or at cost"; and that the state be empowered to take over at a fair valuation any forest land in case the owner refuses to avail himself of the opportunities afforded. This clause is the most significant in the whole program. There is a further provision that is unique in these programs: That all state owned forest property be capitalized, so that expenses and returns therewith may be accounted for on a business basis. This suggestion is in line with legislation enacted last winter in Massachusetts, in connection with the purchase of state forest reserves.

The Paper and Pulp Association is to be congratulated upon being the first of the commercial organizations definitely to come forward with a plan to meet the national timberland situation.

National Lumber Manufacturers' Plan

It is natural to consider next the program of the National Lumber Manufacturers' Association, which has been ably presented on more than one occasion by E. T. Allen, since last April the officially designated forester of that organization. Mr. Allen has long been a leader in the Western Forestry and Conservation Association, the central body of the fire protective associations in the Pacific Northwest. The program of that association has in effect become the plan adopted by the National Lumber Manufacturers' Association. It is very similar to the Paper and Pulp Association program, but differs from it in two essential points, first that it does not limit coöperation by the federal government solely to states that submit a plan of operation that is acceptable to the Secretary of Agriculture,—obviously a less stringent requirement,—but see-

Lumbermen Seek Fair Inventory Basis

An urgent appeal for a more equitable definition of the basis for inventory valuation for manufacturers' income tax returns was made by representatives of the National Lumber Manufacturers' Association and the American Hardwood Manufacturers' Association before the Committee on Appeals and Review of the Internal Revenue Bureau on Dec. 14.

The advisory tax committee of the lumbermen's associations, consisting of General L. C. Boyle, Ernest Dolge, R. B. Goodman, A. W. Clapp, R. M. Rickey, Jesse Andrews and George W. Ward, urged amendments to the present form and application of Article 1584 of Regulations 45 on "inventories at market," as it applies to the lumber industry.

Declarations that the lumber manufacturers will be compelled to inventory lumber at a cost price "substantially in excess of the price at which the manufacturers could go into the open market and purchase exactly the same kind of lumber," if the Commissioner of Internal Revenue should continue the present form and application of Article 1584, were made by the lumbermen at the hearing.

A broader interpretation of the term "market" was asked by the committee, and the following proposed amendment of the first sentence of Article 1584 of Regulations 45 (the amendment consisting of the addition of the language italicized) was offered by Jesse Andrews of the National Lumber Manufacturers' Association: "Market means the current bid price prevailing at the date of the inventory for the particular merchandise, and is applicable to goods purchased and on hand to *goods manufactured and on hand, which are substantially indistinguishable from like products of other manufacturers and have a market price*, and, as to other goods manufactured, to basic materials in goods in process of manufacture and in finished goods on hand, exclusive, however, of goods on hand or in process of manufacture for delivery upon firm sales contracts at fixed prices entered into before the date of the inventory, which goods must be inventoried at cost."

"It will be observed," said Mr. Andrews, "that this amendment, while now suggested and proposed by the lumber industry, is by no means confined in its application to those manufacturers who are members of that industry. The proposed amendment involves a change in Article 1584 (as we understand its interpretation by the commissioner) with respect to the application of 'market' in the case of those manufacturers who elect to inventory on bases (b)—cost or market whichever is lower."

"The particular manufacturers to be affected," he continued, "are those who produce goods of such a character that the goods of one producer are substantially indistinguishable from those of others in the same industry, and which have a market price. Lumber manufacturers as a class are such manufacturers, but they are not asking to have the regulations changed to cover their situation only; they suggest that whatever change is wise or necessary should apply to all manufacturers of products which in the above respects fall in the same classification as does lumber."

Object to Newton's Interpretation

The lumbermen voiced their objections to Deputy Commissioner George V. Newton's interpretation of the term "market" in a letter to the West Coast Lumbermen's Association, in which he says:

Attention is particularly invited to the fact that Article 1584 of Regulations 45, Inventories at Market, is interpreted to mean in the case of manufacturers in general, including lumber manufacturers, that market does not mean the market price at which finished goods are sold, but the market price at which basic materials are purchased, plus actual costs added to such basic goods by the manufacturer. Market, in the case of lumber manufacturers, means the current cost at which stumpage (standing timber) may be purchased or in the case of log buying mills, the current price at which logs may be purchased. Thus a given lumber manufacturer having adopted method (b) would use market rather than cost only when the current fair market value of stumpage is less than the actual cost of the manufacturers' stumpage (or the fair market value as of March 1, 1913, as the case may be) or, when the current fair market value of logs is less than actual cost.

"This interpretation of 'market' if applied indiscriminately to finished products of manufacturers, to-wit., that market means the current price of the basic materials, plus additional cost added by the manufacturer, will in effect nullify for many taxpayers the option given by basis B," Mr. Andrews said:

"The taxpayers thus affected," Mr. Andrews told the board, "are manufacturers of products described in the proposed amendment, that is to say, products 'substantially indistinguishable,' and for which there is a market price. Commodities for which there is an open market have a market price 'which is a price for the commodity as such,' and unless the taxpayer having on hand a stock of such a commodity, is allowed to use this price for 'market,' without regard to the manner in which he acquired the commodity—by purchase or manufacture—he is being wholly deprived of the benefit of the 'cost or market' rule."

Mr. Andrews declared that the present interpretation of market as applied to finished products of such manufacturers as are above referred to is wrong, because the result of its application forces the taxpayer to ignore the one essential fact, "the going market price of the commodity itself," and substitutes in its place a wholly arbitrary figure composed of factors of value which may not have and seldom have any substantial or definite relation to the market value of the finished product—the article on hand, the very thing which is being inventoried.

Wrong in Principle

The present application is wrong in principle, he said, because it is based on an incorrect presumption—that there is a sort of a constant and necessary and substantial relation between the market price of basic material and finished product.

"This may never be so where the finished product is of the character described in our proposed amendment," he said.

"It is perhaps safe to say that at least 75 percent of the lumber in the United States is produced by manufacturers who do not purchase their basic material in the form of logs, from year to year, or otherwise; but who, on the contrary, own in the form of standing timber, or stumpage, their own supply of this basic material—a supply in the majority of instances sufficient for a number of years' operation.

"Manufacturers of this class each year charge into the cost of production the original cost of the standing timber converted during the year or, in the event it was acquired prior to March 1, 1913, its market value as of that date," he continued. "While market values of timber fluctuate at times rapidly and widely, this is not true of values of stumpage. The marked advances in values of lumber in the years 1917, 1918 and 1919, was accompanied by an advance in the value of stumpage which, while substantial, was small in comparison with the advance of values of lumber; and no one can contend that the extraordinary drop in market values of lumber within the last six months has had an effect on the values or the current market prices of stumpage.

"Therefore, in the case of the producers of at least 75 percent of the lumber output of the country, there would be rare, if any instances, in which the taxpayer could claim that at the end of 1920 the market price of stumpage such as he had converted and charged into the cost of the lumber during the year was less than the cost or value at which he had so charged it. In all of these cases, therefore, 'market' as interpreted under the present regulation would be in no case less than 'cost,' although the actual market price of the commodity lumber is in many instances at the present time substantially lower than cost."

Mr. Andrews told the committee that if the present form and application of Article 1584 continues a very large number of lumber manufacturers will be compelled to inventory lumber at a price (cost) substantially in excess of the price at which the manufacturers could go into the open market and purchase exactly the same kind of lumber.

"We insist that to compel this under conditions prevailing at the present time is not only unjust, and inequitable, but is in direct contravention to sound accounting principles and to all of the reasons which actuated the commissioner in the adoption of the general rule that inventories might be taken at cost or market, whichever is lower," he told the revenue officials.

An early decision is expected, as the problem is one requiring prompt action on the government's part.

Engineering in Furniture Factories

By B. A. PARKS, Grand Rapids, Mich.

Associate Member of The American Society of Mechanical Engineers

(Continued from Dec. 10 Issue)

20. The floor space and general arrangement of the main manufacturing building having been determined, the next decision to be made is the type of construction to use. This is somewhat limited to materials available, although in most centers where a furniture factory is likely to be built the ordinary forms of construction such as reinforced concrete, slow-burning mill, or steel frame, will be found applicable. Reinforced concrete is rapidly coming into use as one of the most economical types of construction, when all factors are considered, and yet the writer regards the slow-burning, heavy-mill type of construction as particularly adaptable to a furniture factory and for the reason that in addition to its slight advantage in first cost it has the decided advantage of allowing the installation of machinery, lineshafter, lighting, heating and plumbing equipment with a minimum of labor and expense and also allows alterations to be made much more readily than where reinforced concrete construction is used.

21. Mill construction is oftentimes confused with the light and cheap frame structures frequently erected for factory purposes and consisting of light brick walls, small wood posts and beams and light joists placed on close centers. Good slow-burning mill construction should not be maligned by using the name in connection with such construction as mentioned above. True slow-burning mill construction consists of good substantial brick walls and pilasters, wood columns or posts not less than 10 in. on a side, heavy wood beams or girders, floor and roof joists at least 8 in. in smallest dimension, and heavy plank floors and roof at least 3 in. thick. Such construction properly designed and erected has, in the writer's opinion, many of the advantages for factory purposes of reinforced concrete and even some advantages which reinforced concrete does not possess.

22. It seems unnecessary to more than mention the advisability of so designing a building as to obtain a maximum of daylight and ventilation through the use of large windows; to enclose elevators and stair wells in fireproof towers, with all openings thereto fitted with fire doors; to provide exterior doors to stairs to use in case of fire; and to work out all details of design and construction from the standpoint of overall economy and efficiency instead of cheapness.

Provision for Handling and Transporting Material

23. One of the most important problems confronting the furniture manufacturer is the receiving, handling, storing, drying, and transporting of the raw material, namely, lumber. Much thought and study should be placed on the arrangement of sidings, storage yards, dry kilns, cut-off saws, etc., as an efficient layout will pay for its development many times over in decreased labor and saving in time. The scope of this paper is too small to permit of more than a few suggestions.

24. The lumber storage yard should be large enough to at least hold a year's supply in order that advantage may be taken of favorable market conditions and also to avoid delays in delivery due to transportation difficulties. The ideal storage yard should be equipped throughout with industrial trackage laid parallel with the receiving siding. This trackage system should be served by at least two transfer tracks running at right angles to the receiving siding. With this arrangement lumber is unloaded and sorted directly on small lumber trucks or "bunks" of the ordinary kind and then by means of the transfer tracks the truck loads, containing about 4,000 ft., are placed in storage ready to be taken to the kilns for drying.

25. The type of kiln used will depend on the thickness and kind of stock to be used and also somewhat on the individual preference of the superintendent, but they should be so located in a battery

as to be served by the same system of transfer tracks that serve the storage yard. A dry storage shed equipped with industrial trackage is also valuable as it allows for an accumulation of dry material and thus avoids delays in receiving lumber at the cut-off saws which might be occasioned by accidents to the kilns, stock spoiled in process of drying, or other delays between the kilns and the mill.

26. The same system of transfer tracks that serves the storage yard and kilns should be extended to the cut-off saws, where there should be provided hydraulic or screw lifts or elevators to raise the entire load of lumber and keep the top of the pile a few inches above the tops of the saw tables.

27. It will be seen that with the above arrangement the lumber is not handled from the time it leaves the railroad car until it is placed on the table of the cut-off saw, and the consequent decrease in handling costs is at once apparent. The arrangement of lumber storage yard, kilns and transfer track to cut-off saws is of course a problem for each individual case, and consequently only brief suggestions can be offered here which must be worked out by the engineer to suit each situation.

28. While the receiving and handling of the lumber should probably receive the greatest consideration in laying out the transportation facilities to and from the plant, yet railroad sidings to the power plant, for the delivery of machinery and coal, and to the shipping room for shipping the finished product, should not be overlooked but should receive thoughtful study. It should be borne in mind that sidings to the lumber storage, power plant, and shipping room should have separate access to the main tracks, if possible, so that switching may be done on any siding without its being necessary to disturb the cars on any other.

Provision for Extending the Plant

29. Probably the most efficient and economical method of extending or enlarging a furniture plant is on the sectional plan, each new extension consisting of a more or less complete unit in itself. This method also creates the least amount of disturbance to the existing arrangement of any plan that might be devised. With this in mind the original plant, as described above, should have a service wing at one side in the center in which would be housed the toilet and locker rooms, as hereinafter described. This wing should be the same height as the manufacturing building and in addition to the toilet and locker rooms, should have a passageway which would give access from each floor of the original plant to the corresponding floor of the new unit. In other words, the new unit of a plant under enlargement should parallel the original unit at a distance of 40 to 50 ft., the two units being joined by the common service wing. The site should be so chosen and the original layout so made that extensions to lumber storage yard, dry kilns, sidings, etc., would be logical developments of the above plan.

30. The above sectional or unit plan of plant enlargement has another feature which may be valuable under certain situations in that with a series of multi-storied buildings, joined together as described, there are two possible methods of arranging separate departments or groups of departments which are closely allied. They may be separated either vertically or horizontally, in other words, one department or group of departments may use the several floors of one building or they may occupy the same floor in two or more buildings if this arrangement seems to be more satisfactory.

Provision for Generation and Transmission of Power, Light, and Heat

31. On account of the large amount of refuse from most furniture factories, which is available for fuel, it follows without much argu-

ment that in by far the majority of cases it will pay to erect an isolated power plant, unless capital is limited or the plant be very small. The power plant of any industrial institution is deserving of the most careful thought and study on the part of the designing engineer. The almost uniform practice in the past, and in fact the too prevalent custom today, is to treat the power plant as sort of a necessary evil and install the cheapest equipment that money can buy. The only excuse for such a procedure is the fact that most furniture factories supply the large part of the fuel from waste and consequently the owners feel that it is not economy to purchase good efficient machinery. With the increasing cost of coal, however, this excuse, if it may rightly be termed one, is disappearing and a well-designed plant for the production of light, heat and power is coming to be recognized as decidedly a paying investment.

32. The first decision to be made in starting the power plant design is the method of transmitting power to the various machines in the factory. In by far the majority of cases, the most efficient method of transmitting power from the prime mover to the principal machines in small and medium-sized plants is by means of shafting, pulleys, and belts. The principal machinery in a furniture factory is almost always in one department, the mill or machine room, and consequently the larger portion of the machinery can be driven by belts from one, or at most two, lines of shafting. Electric individual or group driving of machinery is unquestionably the best and most economical where machinery is widely scattered, or where some of the machinery is operated only part time, but where most of the machinery may be arranged in one department and the majority of it is operated at all times, the initial expense and overall efficiency of driving from line shafting take precedence over the electric drive.

33. The location of the main lineshaft will depend on the arrangement of the machine room or rooms. Where practically all machinery can be located on the main floor an excellent design is obtained by incorporating a low basement in the building and placing the main line shaft or shafts on concrete piers in this space. By using wedge and lateral-adjustment bearings the shafting can be maintained in perfect alignment and many of the breakdowns incident to poorly supported shafting will be avoided. This arrangement has the additional advantage of removing all overhead shafting from the machine room, the individual drives to machines coming up through the floor, and it also admits of easy access to all bearings, pulleys, and belts without the use of ladders, thus materially assisting in proper attention being given to maintenance. Where it is necessary to use ladders or scaffolding to make repairs to shafting and equipment, it is but human nature to neglect this work until it becomes unavoidable, consequently any arrangement which will make such repairs and adjustments easy will be found profitable.

34. If due to the arrangement and location of machinery it is necessary to place machine rooms on two floors, the most logical position for lineshafting is on the ceiling of the lower floor, for this permits of driving machinery on both floors from the same lineshafting. In this case additional headroom should be allowed on the lower floor, 13 to 14 ft. in the clear being usually sufficient. Provision should also be made in the design of the building for supporting the main lineshafting, the joists being increased in size to not only carry the additional load, but also to provide a structure as rigid and as free from vibration as possible. A good method of designing the floor structure of the building is to place the main girders or beams longitudinally and the joists transversely, about 4 ft. apart. Every other joist may then be increased in size to carry the lineshafting drop hangers. This arrangement of joists also has the advantage that when cutting holes for belt ways through the floor it will be unnecessary to cut the joists and thus weaken the floor structure. The only objection to this arrangement of girders and joists is that it throws the floor loads into the curtain walls between pilasters and thus necessitates heavier lintels over window and door openings than would be the case with girders running transversely and joists longitudinally, as is the usual practice.

35. In large plants with widely distributed machine rooms, or where there are several isolated machines to be driven, the electric

individual or group drive is practically the only means of transmitting power efficiently and economically. In some plants a combination of lineshaft and electric drive may prove advantageous, but each plant is a problem in itself, the decision being made upon proper consideration of the various factors involved and no general rules can be laid down to govern such decision. In driving woodworking machinery electrically it will generally be found the best plan to arrange the machinery for driving purposes in groups, all of each group operating for about the same period of each day. In this way the initial expense for motors is kept to a minimum and also each motor driving a group of machines is kept more uniformly loaded to near its rating. Where certain machines are operated but intermittently or require a comparatively large amount of power for driving, then the individual motor drive will undoubtedly be found the most satisfactory and economical.

36. Upon deciding on the method of transmitting power to the various machines the next step will be to select the proper type and capacity of prime mover. The capacity may be determined by taking a total of the power required to operate each machine, as furnished by the manufacturers, assuming that there will be periods during which all machinery will be in operation. This total will give the "connected load," making no allowance for power lost in transmission.

37. The load factor in most furniture plants will average from 75 to 80 per cent of the connected load. An estimate must then be made of the power consumed by power-transmission equipment, consisting of shafting and belts or electric drives, and by adding the connected load, corrected for load factor, plus an allowance for mechanical efficiency of the prime mover, the indicated horsepower capacity required to furnish the plant with power may be determined. The electric load and lineshaft load should, of course, be kept separate in order to determine the generating capacity required, also the electric lighting should be laid out and proper allowance be made both in the generator and prime mover. Unless it is expected that extensions to the plant will be made in a short time, the engine should be so chosen that it will deliver the required indicated horsepower when loaded to about 75 per cent of its rating. This will allow a fair margin of growth to the plant before an additional power unit is required, and at the same time the engine will be operating under an economical load from the beginning. Having determined the capacity the type of prime mover must next be decided upon, and if part of the machinery is to be driven from lineshafting, then the choice will be with some type of reciprocating engine.

38. In all but the very largest woodworking plants the demand for low-pressure steam for heating and drying purposes forms such a considerable portion of the exhaust steam available from the engine and the waste from the plant makes up such a large part of the full supply that it is uneconomical to operate condensing, at least during the larger part of the year. As the scope of this paper is not sufficiently broad to discuss all the factors effecting a decision to operate condensing at all periods of the year, it will be assumed that we are treating of the small or medium-sized plant where it is seldom if ever found economical to operate condensing, at least during the heating season.

39. The low-pressure steam requirements for dry kilns, heating, etc., should be determined and a curve drawn showing the average demand for low-pressure steam throughout the year. It is apparent that the largest demand will be during the winter months at the height of the heating season and will gradually taper off to a minimum during the summer months. Assuming a steam consumption of 26 or 27 lb. of steam per indicated horsepower per hour for the ordinary Corliss type of engine and that 85 per cent of the exhaust will be available for heating and drying purposes, a curve should next be drawn showing the average available exhaust steam for the various months of the year, and upon comparing the two curves it will be seen at a glance during which periods of the year the heating and drying demands exceed the exhaust from the engine, or vice versa.

(Continued in Jan. 10 issue)

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"Advantages and Disadvantages of Tractors in Logging"

A recent article in the *HARDWOOD RECORD* asked for more co-operation between tractor users and tractor manufacturers. Since that time, we have been extremely glad to find that this spirit is shown in many instances.

Some time ago at a meeting of the Appalachian Logging Congress Luther Griffith of the Broad River Lumber Company, delivered an address entitled "Advantages and Disadvantages of Tractors." Mr. Griffith is a man who knows whereof he speaks, being one of the earliest pioneers to introduce tractors in logging operations, and his interesting paper, in part, is printed below:

The tendency of this day and time in all industries is the elimination of that unknown and unsolvable quality known as labor. Since that law of nature is violated, which specifies that something cannot be obtained for nothing. The manufacturer has had to resort to some methods other than man labor, to get his goods produced. This, he is beginning to do by the invention of machinery. Necessity, they say, is the author of invention.

One of the most recent inventions which has affected the lumberman, is that of the "Caterpillar" tractor. Though primarily, a war invention for purely war purposes, it has proven itself as valuable to the logger, today, as it did to the aliens of yesterday.

The kind of ground on which tractors have proved most successful, so far, is, that which is too steep for railroading and too flat for teams. In other words, from about a 15 to a 30 per cent grade. This, as you know, would be a very flat haul for team work and would be too steep for railroading. Practically all loggers in this part of the country have at least one, or, two long hauls, either through flat fields, or, down branch hollows, where the distance of skidding is rather long and rather flat. The first question, or comparison is, that of the road necessary.

It costs very little more to build a road for the tractors than it does to build a good road for teams. The poles, which go in the road, should be placed a little closer together and should be a little longer than those used for teams. In trestle work, the poles should be ten feet long, this, allowing plenty of room for fenders on the side. After the poles are put in, the road should be filled in level with the top of the poles where the trucks of the machine are to run. The logs will in a very short while, wear down the surface of the poles, so that a groove is left in the center of the road, which if kept slightly watered on flat hauls, enables a five ton tractor to pull a load of about 1200 feet on an absolutely flat haul. Though the cost of the road may be a little higher at the start, its upkeep is practically nothing. The writer has one road three-quarters of a mile long, over which, five million feet of timber has already been skidded without a single day's work having been put on the road for repairs. All bridges must be corduroyed solid and covered with about six inches of dirt. It might be thought that occasional steep grades would be a disadvantage to a tractor, in logging, but, such is not the case. The writer has seen tractors climb a 40 to 50 per cent grade, without the slightest hesitation, and has even seen them go rear-end foremost for some distance on a 50 per cent grade.

On account of the road proposition, the writer has found it impractical to try to take logs from a grab hole with these tractors. Teams are used on the steepest grounds, face hillside, fall rocks, etc., and for the purpose of skidding logs down to the tractor yard. Considerable yard room must be provided in order to insure sufficient logs for the tractor to make up for rainy weather, because, the tractor runs as well when it rains, as it does in dry weather. In comparing the amount pulled by a small 5-ton tractor to that pulled by one team, I have found that it will usually haul twice as much as one team can pull.

In coming in with a trip and returning for its next load, the tractor will make more than two trips to the team, one. In other words, one can consider a 5-ton tractor equal to five teams.

The fuel consumption of the tractor of this size is about as follows, for one day, or, ten hours:

- 20 gals. gasoline
- 3½ qts. motor oil
- 2 qts. transmission oil
- 1 qt. track oil
- ½ lb. cup grease.

For this amount of fuel, one should get 25,000 feet of logs on a three-quarter mile haul. Saving in man power can be figured by any

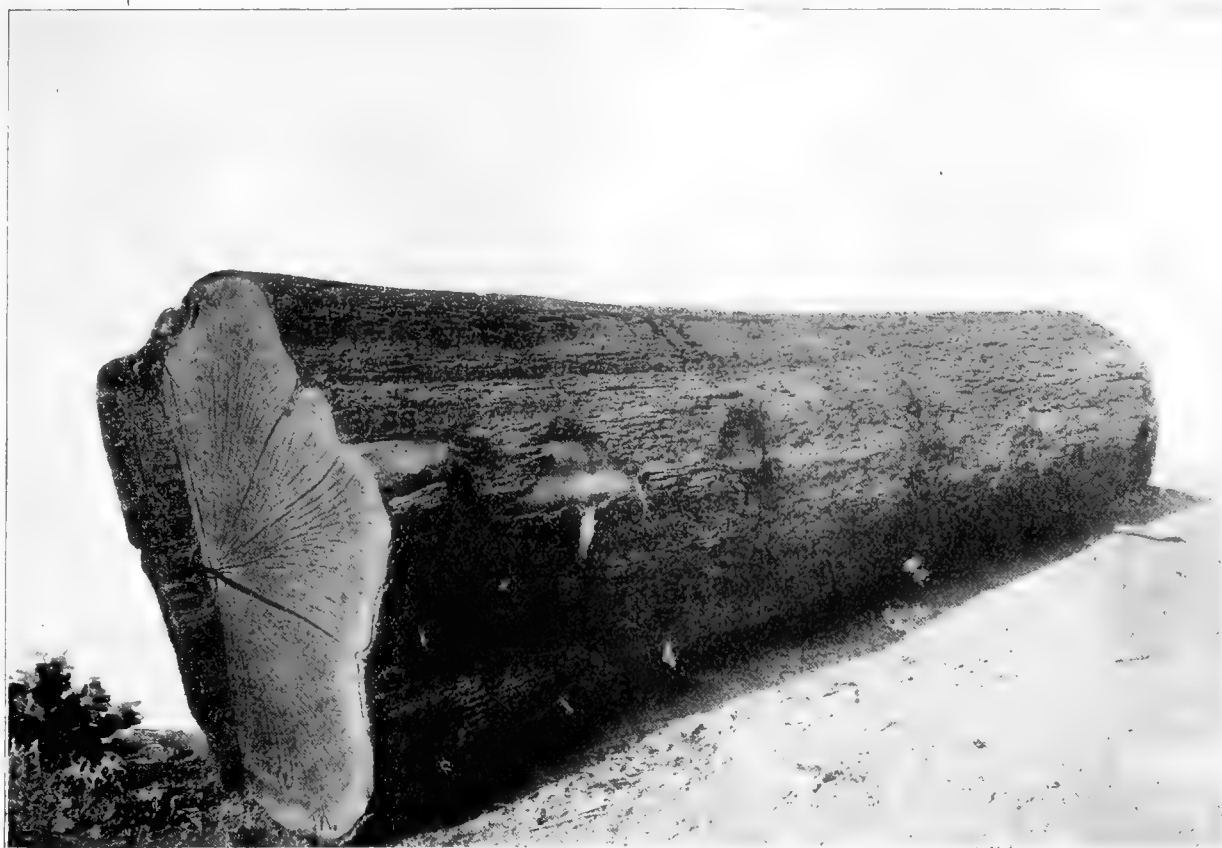
individual conversant with logging methods. For the tractor, one man is required at the landing, up to 50,000 feet per day, together with two men at the tractor. The driver will cost \$3.00 per day. Any man will do for a helper, because, his only job is in making up trails, keeping them together en route to the landing and discharging same at the landing.

This, is really, only one man more than would be required with the team, and that man should be figured at the rate of common labor. You can see for yourself with each tractor you can eliminate four teamsters, as the extra man on the tractor would be used at the landing anyway. If all loggers had the same difficulty in getting good teamsters as the writer has experienced, he would appreciate the significance of this saving. The greatest difficulty, so far, encountered by the writer, is, his selection of type of machine. He is at present, operating two 5-ton tractors, which, it seems almost impossible to keep running, due to the frequency of its parts breaking, and to his difficulty in getting repairs promptly from the factory. He has had to charge off \$12.00 per day, right along, for depreciation and repairs. In addition to this, at the very start, the wrong sort of draw bar was advised by the representative of the factory, which, resulted in the breaking of two upper and lower transmission cases, causing about \$1,000 useless expense. Experience has taught that a large supply of such small parts be kept on hand at all times to take care of breakages for which there seems no excuse, except insufficient strength in these parts initially. If forged parts are used instead of the cast parts, a lot of these breakages can be prevented. Another disadvantage chargeable to the particular kind of tractors operated by the writer is, the fact that no winch can be put on the machine for blocking logs out of bad places.

If one machine only contains such a winch, bad hollows can be operated much more economically. For instance; in a hollow so steep on both sides that logs must be ballhooped into the hollow before they can be hooked to by a team or tractor, a road must either be built around both sides of the hollow, or, the logs blocked up out of the hollow to one road. By using a machine with a winch attached, a road can be built rather high up on good ground on one side of the hollow, and by means of a short line, all logs can be brought up from the middle of the hollow to this road. The writer thinks every logger of North Carolina and all Appalachian District loggers, will recognize many instances of this kind. Due to the fact that one company no longer has the monopoly on track laying type tractors, the mistakes made by the writer should be easily avoided. Tractors are now made by many different concerns, and some of them, the writer considers very excellent. The greatest advantage of the tractor over the team is yet to be mentioned. Every man present, has probably thought of it long before now: The Gasoline Caterpillar Tractor works in all sorts of weather, never gets distempered, never gets killed, and never has to be buried; does not eat when it is not working, and does not require four temperamental teamsters to look after it.

The full value of Mr. Griffith's arguments cannot be quickly analyzed, and it is the Editor's hope that every logger and saw-mill operator will now turn back, and re-read this article from the first. There is more common "horse sense" displayed therein than would be found in any lengthy discourse by so-called "tractor experts." The reason for this is that, Mr. Griffith is primarily a practical logger and second, an experienced tractor user.

Without discrediting or discounting the value of Mr. Griffith's article, it is our belief that he has been misinformed of the origin of the "Caterpillar" tractor. In the second paragraph of his article he states that "it is primarily, a war invention for purely war purposes." This, is not correct, as the "Caterpillar" tractor is an invention of Ben Holt and had its origin in the fertile, boggy section of California. To find a means of cultivating this valuable land for agricultural purposes, and without any idea of martial employment the "Caterpillar" was conceived and born. From an agricultural unit, it was found to have many valuable and diversified uses, until today, it is looked upon as not only an agricultural machine, but, a valuable military unit and practical logging rig, a land clearing outfit and a cross-country locomotive for industrial hauling.



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Proposed National Timberland Policies

(Continued from page 17)

ond, that it tightens up the paper and pulp program by making the permissive paragraph of that program at least to a measure mandatory. Allen's idea is that regulatory legislation should originate and be confined to the states, but he would have it so arranged that the backward forest land owners can be forced, if they refuse to acquiesce voluntarily, to carry out the regulations that have been agreed to and put into operation by a majority of the other timberland owners of any particular state. In other words, Allen is ready to use the big stick, but he wants it wielded by the progressive forest land owners themselves, acting through properly trained, non-political state officials, rather than by officers of the federal government. In the paper and pulp plan all coöperation is voluntary, and it would appear, if a timber owner does not care to coöperate, that under that program the state may be expected to buy him out. There are other features in the National Lumber Manufacturers' program, but they are similar to those already indicated as common to all the proposals made.

The Forest Service Policy

Chronologically the latest program to be promulgated is that of the Forest Service, although so many modifications of plans have occurred in the past year that it is hard to hold the fixed dates. Col. W. B. Greeley succeeded Col. Graves as Chief Forester of the U. S. Forest Service last May. On June 1 the so-called Capper report (Senate resolution 311) was submitted to the Senate. In this elaborate, although hastily prepared, document on the timber and lumber resources of the nation, there appears, as the appendix, a statement that may be taken as constituting the Forest Service program on a national timberland policy. This statement was further emphasized by addresses made by Col. Greeley at a meeting held at Madison, Wis., in July last. In general it is not materially at variance with the American Paper and Pulp Association program, but it is stricter in two important particulars; first, that it provides that the Secretary of Agriculture shall set the standards under which the federal government shall coöperate with the states in making 50-50 allotments of appropriations for fire protection and other work, and second that it emphasizes the point that adequate protection from forest fire includes cutover lands quite as much as those now bearing stands of mature timber. Our future timber supplies can only come from what is now second growth. If the natural reproduction is not protected, in all stages down to and including seedlings, the stands of the future will be woodland rather than forests of commercial importance. The Forest Service plan further provides that forest land owners, large and small, shall bear their share of the cost of fire protection. The basis recommended is about one-half the expense.

The Forest Service plan further recommends liberal appropriations for continued acquisition of forest land under the Weeks' law,—which it would make applicable to all parts of the country,—for reforestation of denuded lands on national forests, and for a survey of the forest resources of the United States. It incorporates the essential provisions of the Sinnott forest land exchange bill of the last session of Congress, and recommends the extension of forest research and a study of forest insurance and forest taxation.

Contrasting the Programs

The only public attempts, so far as the writer knows, to contrast these several programs are those made respectively by E. T. Allen, at the meeting of the National Lumber Manufacturers' Association at Chicago in April, 1920, and by F. E. Olmsted in an article in the October, 1920, issue of the *Journal of Forestry* (Vol. XVIII, No. 6), the official organ of the Society of American Foresters, published at Washington, D. C. Both these summaries were, however, made with the idea of favoring certain programs, rather than from the impartial attitude which the writer has endeavored to maintain in the present paper.

There have been numerous meetings held primarily to consider one or more of the programs that have been outlined. Some of the more recent of these were that at Madison, Wis., in July, 1920,

where was organized the National Association of Wood Testing Industries, with a strong forestry committee; a meeting held at Albany at the end of September, which resulted in the formation of an interstate committee—the National Forest Fire Prevention Committee—to further national legislation dealing with forest fire prevention, especially in the matter of securing appropriations from Congress; two committee meetings held during October in New York City, under the auspices of the American Paper and Pulp Association, in connection respectively with legislation to put the program of that association into effect, and with the exact wording of the report of the Forestry Committee of the Paper and Pulp Association that was presented at Chicago on November 11.

On Nov. 12 and 13 there was held at Atlantic City, at the call of Alfred Gaskill, State Forester of New Jersey, a meeting of state foresters. Resolutions were adopted by this conference endorsing the recommendations of the Forest Service as embodied in the Capper report, Senate resolution No. 311. A similarly constituted conference of state forestry officials has been called by Gov. Sproul of Pennsylvania, to meet at Harrisburg early in December, further to consider legislation that will put into effect the proposals that have been made in the several programs. This meeting today is important in the bearing that it may have on the policy that New York state may adopt in this connection.

Federal Control Versus Coöperation with Forest Land Owners Through the States

So much for the proposals. Let us now contrast briefly the two opposing ideas that characterize the suggestions made, and then see how it is proposed to enact these ideas into law. As the writer has tried to make clear, the programs of the U. S. Forest Service under Col. Greeley, of the American Paper and Pulp Association, and of the National Lumber Manufacturers' Association, are similar as to essentials, although differing as to details. But they are so nearly alike that the adherents of each have been able to combine on a bill which will be introduced into Congress soon after the opening of the coming session. As yet this bill has not been officially given to the public, but from a study of the programs themselves it is not hard to anticipate about what its provisions will be. I need not rehearse those points here, as I have already described them in commenting on the several programs. The pivot about which all these programs revolve is that the program shall be put into effect through the states individually, in coöperation with the federal government, acting in the person of the Secretary of Agriculture.

Opposed to this combined program is the idea embodied in the program of the Committee of the Society of American Foresters, the "Pinchot Committee," the central and dominating feature of which is that the timberland policy shall be enforced by a federal commission, that shall itself directly regulate the timberland owners in all parts of the country, without relation to local action by any of the states. This is a fundamental difference. The Forest Service-paper and pulp-lumber manufacturers' plan would vest the power to stop devastation and to regulate the timberland owner in the separate states. The Pinchot plan places this power and authority in the federal government.

In the judgment of many foresters it is unfortunate that all those who believe that national timberland legislation is essential to the welfare of the nation could not have got together on a common platform. But such harmony of action seems not to be possible. An interchange of letters, that has recently been made public, makes clear that the issue on this vital point is clearly joined between Mr. Pinchot and his adherents and Col. Greeley and his friends in the forest industries.

Pinchot Ideas Are Before Senate

A bill incorporating the ideas of the Pinchot group is now before the Senate, having been introduced by Senator Capper of Kansas on May 19, 1920 (S. 4424, Sixty-sixth Congress, second session); just a fortnight, by the way, before the date specified in Senate resolution No. 311, for the presentation to the Senate of the so-called Capper report. The Capper bill follows almost identically the

(Continued on page 26)

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(Continued from page 24)

recommendations of the report of the Committee for the Application of Forestry of the Society of American Foresters. I need not repeat them.

The arguments of the two sides of the case as to the method of administration to be followed in the execution of a timberland policy may be summed up briefly, as follows: Mr. Pinchot, advocating control through a federal commission, holds that the outstanding fact is "that it is a question of national control or no control at all." He believes that the experience of the past 20 years has shown regulation of forest devastation by the states to be inefficient, if not actually ineffective, and that no far-reaching results will be attained by the indirect method of subsidized suggestion of persuasion. It is his opinion that too great stress is being placed on forest fire protection, which while of the utmost immediate importance, is nevertheless but a first step toward proper forest management. Further, he thinks that "federal supervision of state laws is surcharged with the certainty of friction."

But back of it all Mr. Pinchot feels that the people of the unfor-
ested states, like Kansas and Nebraska, and of the states from a commercial standpoint are now practically deforested, like Pennsylvania and New York, will never be content "to contribute their money through federal appropriations, and then sit calmly by and trust to the legislatures and state forces" of certain states in the south and west "for the enactment and application of measures which will assure to the farmers of the middle west and the workers of the industrial east the timber supplies they must have to earn their living."

Col. Greeley's rebuttal of these arguments is in its essentials substantially as follows:

While admitting the greater effectiveness of federal control as a regulatory measure, he holds, because it introduces so many mooted questions, both legal and administrative, that time would simply be wasted in advocating it, and that under it we should get nowhere. He believes in encouraging every sound development toward better

forest practice that originates and becomes effective locally. This, he thinks, will follow coöperation with, backed by aid to, the states. Col. Greeley said at Madison that in his judgment adequate fire protection was, for the immediate present, 75 percent of the problem. He believes that "fire protection and silviculture are so interwoven that one administrative organization must handle both," and so he disagrees with the Pinchot plan, which leaves fire protection to the states and regulation of cutting to a federal commission. Should it appear after trial that federal control is the only effective remedy, Col. Greeley sees the Forest Service program as a preliminary and partial measure. His contention is that under it something can be accomplished at once, which he does not think will occur under the Pinchot plan.

Both plans aim, in the last analysis, at the same objective, more or less compulsory regulation by governmental agencies over privately owned forest lands, but they differ radically as to methods.

It is along these lines that the debate in Congress will begin, for until the central question is settled as to how regulatory measures are to be administered, that is, whether by the nation, or through the states, all the other features of the policy drop back into a secondary place.

In recapitulation and as a final summary, the problem of a national timber land policy reduces itself to this: It is an undisputed fact that as a nation we are approaching the end of our supply of mature timber. Our only hope for the future lies in new forests resulting from second growth, naturally or artificially regenerated. Roughly, four-fifths of the commercial timberlands of the country are now in private ownership. The people of the United States cannot get on without wood in its many forms. If the private timberland owners do not set about producing new forests to replace the fast diminishing present supply, the public will somehow see to it that such provision is made otherwise; and this speedily, for the approaching scarcity of timber is going to make itself keenly felt in the very near future.

Two programs dealing with the regulation of the private owner



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Of course all oak is not of equal desirability. Oak that

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in the management of his forest land are now before Congress. One proposes strict control through the federal government; the other relies more on coöperation with the private owner, through the medium of legislation by the individual states. Action will soon be taken on one or the other of these proposals, or on some combination of the two. Whatever legislation is passed by Congress will intimately affect every timberland owner.

There is still opportunity for all persons or corporations that own or control timberland to inform themselves on this question and to bring influence to bear on Congress in favor of one or the other of these programs. But in doing so they ought to keep clearly in mind that the problem of a national timberland policy has now reached a stage where it can and will only be settled by legislation that recognizes frankly the ultimate welfare of the people as a whole.

Chief Forester Recommends National Action to Protect Forests

A demand is growing on the part of the wood-using industries and the public at large for a national policy of forestry which will insure adequate future supplies of timber and other forest products, according to Chief Forester W. B. Greeley, in his annual report just made to the Secretary of Agriculture. Figures gathered by the Forest Service this year, the report states, showed the extent of the depletion of the nation's forests, and have served to focus attention on the fact that the country is short of growing forests and that something must be done at once. The acute shortage and skyrocketing prices of lumber and newsprint early in the year also contributed to the growth of the movement.

The Forest Service is advocating a program based on the conviction that the problem is national and not local, and must be handled

as such. Nation-wide protection from forest fire for all classes of forest land, Col. Graves states, is the first and most essential step. It is his belief that the police powers of the states offer the best means of enforcing reasonable requirements against forest destruction.

Legislation Needed

The expense of fire protection, the Forester says, should be borne jointly by the landowner and the public. He holds that federal legislation is needed to provide for a comprehensive plan of coöperation with the states in fire prevention and the development of forestry practice, and the extension of the national forests through purchases, through the inclusion of other timberlands now in federal ownership and through exchange.

There are still large quantities of timber in the United States, the report states, but they are not in the right place. More than 60 percent of what is left lies west of the Great Plains, far from the bulk of the country's population, agriculture and manufacture. The country is taking about 26,000,000,000 feet of wood from forests each year and is growing only 6,000,000,000.

"We have used up our forests without growing new ones," says the report. "At the bottom of the whole problem is idle forest land. The United States contains 326,000,000 acres of cut-over or denuded forest containing no saw timber; 81,000,000 acres of this amount have been completely devastated by forest fires and methods of cutting which destroy or prevent new timber growth.

"The area of idle or largely idle land is being increased by from 3,000,000 to 4,000,000 acres annually as the cutting and burning of forests continues." These facts, together with the steadily increasing distance between the average sawmill and the home builder, "have had a vital bearing on the high cost of lumber, which during the year reached a prohibitive figure for many uses and checked the building of homes which is so urgently needed."

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH	
1" No. 1 1s&2s	10 cars
1" No. 1 Common	10 cars
1 1/4" No. 1 Common	7 cars
1 1/2" No. 1 Common	1 car
2" No. 1 Common	3 cars
1", 1 1/4", 1 1/2" No. 2 Com.	5 cars

WILLOW	
1x12" to 17" Box Bds	1 car
1" 1s&2s	10 cars
1" No. 1 Common	15 cars
1" No. 2 Common	15 cars
1 1/4" No. 2 Com. & Btr.	10 cars
1 1/2" No. 2 Com. & Btr.	15 cars
2" No. 2 Com. & Btr.	5 cars

CYPRESS	
1" Pecky	1 car
1x4" and 1x8" No. 1 and	
No. 2 Common	10 cars
1x12" Pecky	1 car
1 1/2" Sel. & Shop.	7 cars
2" Sel. & Shop.	2 cars
3" Pecky	2 cars
2x6" No. 1 Com.	1 car
3" Shop	1 car

QUARTERED TUPELO	
1" 1s&2s	2 cars

PLAIN TUPELO	
1" 1s&2s	10 cars
1" No. 1 Common	15 cars
1" No. 2 Common	10 cars

COTTONWOOD	
1" 1s&2s	10 cars
1" No. 1 Common	15 cars
1" No. 2 Common	10 cars
1 1/4" 1s & 2s	5 cars
1 1/4" No. 1 Common	10 cars
1 1/4" No. 2 Common	10 cars
1 1/2" No. 2 Com. & Btr.	15 cars

BLACK GUM	
1" No. 2 Com. & Btr.	1 car

PECAN	
6/4" Log Run.	5 cars
8/1" Log Run.	5 cars

SOFT ELM	
3/4" Crating	2 cars
6/4" No. 2 Com. & Btr.	3 cars
8/4" No. 2 Com. & Btr.	3 cars
10/4" No. 2 Com. & Btr.	3 cars

QRTD. FIG. RED GUM	
1" 1s&2s	1 car
1" No. 1 Common	1 car

QUARTERED WHITE OAK	
1" 1s&2s	2 cars
1" No. 1 Common	3 cars
5/8" 1s&2s	2 cars
5/8" No. 1 Common	2 cars

PLAIN RED GUM	
5/8" No. 1 Com. & Btr.	4 cars
3/4" 1s&2s	2 cars
4/4" 1s&2s	10 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	1 car
1 1/4" & 2" No. 1 C&B	3 cars

QUARTERED SAP GUM	
1" 1s&2s	10 cars
1" No. 1 Common	3 cars
1 1/4" 1s&2s	3 cars
2" No. 1 Common	1/2 car
2 1/2" No. 1 Common	1/2 car
3" No. 1 C&Btr.	3 cars

QUARTERED RED OAK	
1" 1s&2s	5 cars
1" No. 1 & 2 Com.	3 cars
1 1/4" 1s&2s	3 cars
1 1/4" No. 1 Common	2 cars

MAGNOLIA	
1" No. 2 Com. & Btr.	5 cars

QRTD. RED GUM	
1" 1s&2s	2 cars
1" No. 1 Common	3 cars
1 1/4", 1 1/2", 2" No. 1 C&B.	2 cars
2 1/4" No. 1 Com. & Btr.	2 cars
3" No. 1 Com. & Btr.	2 cars

PLAIN RED OAK	
1" 1s&2s	3 cars
1" No. 1 Common	10 cars
1" No. 2 Common	5 cars
1" No. 3 Common	5 cars
1 1/4" 1s&2s	1 car

PLAIN WHITE OAK	
5/8" 1s&2s	2 cars
5/8" No. 1 Common	3 cars
5/8" No. 2 Common	1 car
3/4" 1s&2s	2 cars
1/4" 1s&2s	10 cars
4/4" No. 2 & 3 Com.	15 cars

PLAIN SAP GUM	
1x13" to 17" B&B.	5 cars
1/8" 1s & 2s.	8 cars
1/4" 1s and 2s.	10 cars
4/4" No. 1 Common	10 cars
4/4" No. 2 Common	10 cars
5/4" No. 1 Com. & Btr.	10 cars
5/4" No. 2 Com.	5 cars

News from the National Capital

Forestry Program Referendum Urged

The National Forestry Program Committee has asked the United States Chamber of Commerce to take a referendum of its members for the endorsement of the proposed legislation for a national forest policy, which includes better fire protection for the forests.

"This is legislation of the utmost importance to the business interests of the country," said R. S. Kellogg of the American Paper and Pulp Association, who was made chairman of the committee. "The proposed referendum will put the questions before the business men of the country and before the public at large. We have already discussed plans for taking the legislation before Congress and these plans will be concluded at the next meeting of the committee."

At the meeting were Hugh R. Baker and R. S. Kellogg of New York City, representing the American Paper and Pulp Association; R. S. Williams of Philadelphia, for the National Wholesale Lumber Dealers' Association; Philip W. Ayres of Boston, for the Society for the Protection of New Hampshire Forests; John Foley of Philadelphia, for the Association of Wood Using Industries; P. S. Risdale of Washington, for the American Forestry Association; E. W. McCullough of Washington, for the U. S. Chamber of Commerce, and E. A. Sherman of the Forest Service.

The proposed legislation has been endorsed by the American Forestry Association, National Lumber Manufacturers' Association, Western Forestry and Conservation Association, National Wholesale Lumber Dealers' Association, U. S. Forest Service and other interested organizations.

Financial Conferences On

Following the departure of President-elect Harding, conferences are in progress at the capitol between the party leaders of the Senate and House in regard to the financial situation of the country.

Little hope was expressed of any internal revenue tax revision at this session of Congress, despite the recommendations contained in the message of President Wilson and the annual report of Secretary of the Treasury Houston, which was sent to the capitol as the administration's fiscal program.

Questions affecting American finances have been made a fundamental of Republican policy. They will go over until the extra session next year, to be passed upon by the new Republican Congress and the Republican President.

Congress' Accomplishments

The Senate during the second week of the present session virtually "took off its coat" and rolled up a record of legislative achievement that has rarely been equalled so early in a session of Congress. It has put through the Gronna joint resolution providing for the reestablishment of the War Finance Corporation as a measure of assistance to farmers who desire to increase their export trade.

It also passed the Capper-Hermans bill, exempting cooperative marketing organizations of farmers from the operations of the Sherman anti-trust law.

The most astonishing performance of the Senate was the passage of the bill introduced by Senator Poindexter of Washington to prevent strikes on interstate railroads. Without debate, this meas-

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle
MAHOGANY
MEXICAN PHILIPPINE

The Kosse, Shoe & Schleyer Co.

EASTERN BRANCH:
8 E. Lexington Street, Baltimore, Md.

Home Office: Cincinnati, Ohio
Lock Box 18, St. Bernard Branch

ure, which came up during consideration of the Senate calendar, was passed while its opponents were away from the Senate chamber. Debate would ordinarily have lasted a month or more on such a controverted measure. Senator La Follette has entered a motion to reconsider the vote by which the bill was passed. If Senator Poindexter should move to lay the La Follette motion on the table, however, and should he be backed up by sufficient votes, the matter, so far as the Senate is concerned, would be closed without further debate.

The most important measure passed by the house during the session so far was the immigration embargo bill.

Washington already is filling up with the representatives of American industries and business interests, who are urging the speediest action possible in the passage of the forthcoming Republican tariff. They are discussing the situation daily at the capitol with leaders, and their preliminary statements as to existing conditions indicate that some of the basic American industries are threatened at the present time.

The Interstate Commerce Commission suspended on December 10 until April 9, 1921, the operation of the proposed cancellation of commodity distance rates on logs, in carloads, between points in South Carolina applicable on interstate traffic on the Atlantic Coast Line railroad.

Clubs and Associations

Younger Element Secures Memphis Club Lead

At the annual election of the Lumbermen's Club of Memphis, held at the Hotel Gayoso Saturday evening, Dec. 18, the candidates on the "Blue" ticket were carried to victory over the nominees on the "Red."

President J. V. Rush, as a courtesy to the "Red" ticket, announced that

J. Clayton Johnson, candidate for secretary treasurer on both tickets, had been elected on the "Red."

Here is the roster of new officers and directors for the ensuing year: President—J. H. Hines, Hines Lumber Company.

First vice president—Joe Thompson, Thompson-Katz Lumber Company.

Second vice president—C. J. Tully, Jr., Anderson-Tully Company.

Secretary treasurer—J. Clayton Johnson, Johnson Bros. Hardwood Company.

Directors—J. C. Bonner, J. H. Bonner & Sons, F. T. Dooley, F. T. Dooley Lumber Company, C. M. Kellogg, Kellogg Lumber Company.

Earl Palmer of the Ferguson-Palmer Company, Inc., the leader of the defeated ticket, proved himself a splendid loser in his brief speech, and expressed the view that the administration of affairs by the younger element would be an excellent thing for the organization. He pledged his heartiest support to the successful candidates and declared that one of the most gratifying features in a club of this kind is the fact that, as soon as the smoke of a political campaign settles there is not the slightest ill-will cherished by anybody connected with it.

The other defeated candidates were: First vice president—W. H. Dick, Tallahatchie Lumber Company; second vice-president, "Bob" Cooper, West Memphis Lumber Company; directors, S. B. Anderson, Anderson-Tully Company; A. N. Thompson, A. N. Thompson & Co., and Frank G. Smith, Mossman Lumber Company.

Chicago Lumber Association Prepares for Annual

Preparations are being made by Secretary Hooper for the annual meeting of the Chicago lumber association, which will take place the third Monday in January. The organization will hold a business meeting in its headquarters in the Lumber Exchange building at 4 o'clock in the afternoon, at which time directors, a committee of arbitration, committee of appeal and an executive committee for each division will be elected. Officers for the ensuing year will be elected on the Monday following the annual meeting. The annual dinner will be held in the Red Room at the LaSalle hotel at 6 o'clock following the business session.

National Hardwood Lumber Association Holds Next Annual in Philadelphia

The next and twenty-fourth annual convention of the National Hardwood Lumber Association will be held in Philadelphia on June 9 and 10. The meeting place was awarded to the Quaker City at a session of the board of managers of the association at the headquarters in Chicago on Dec. 16.

Philadelphia had vigorous competition to overcome before securing the

MAHOGANY

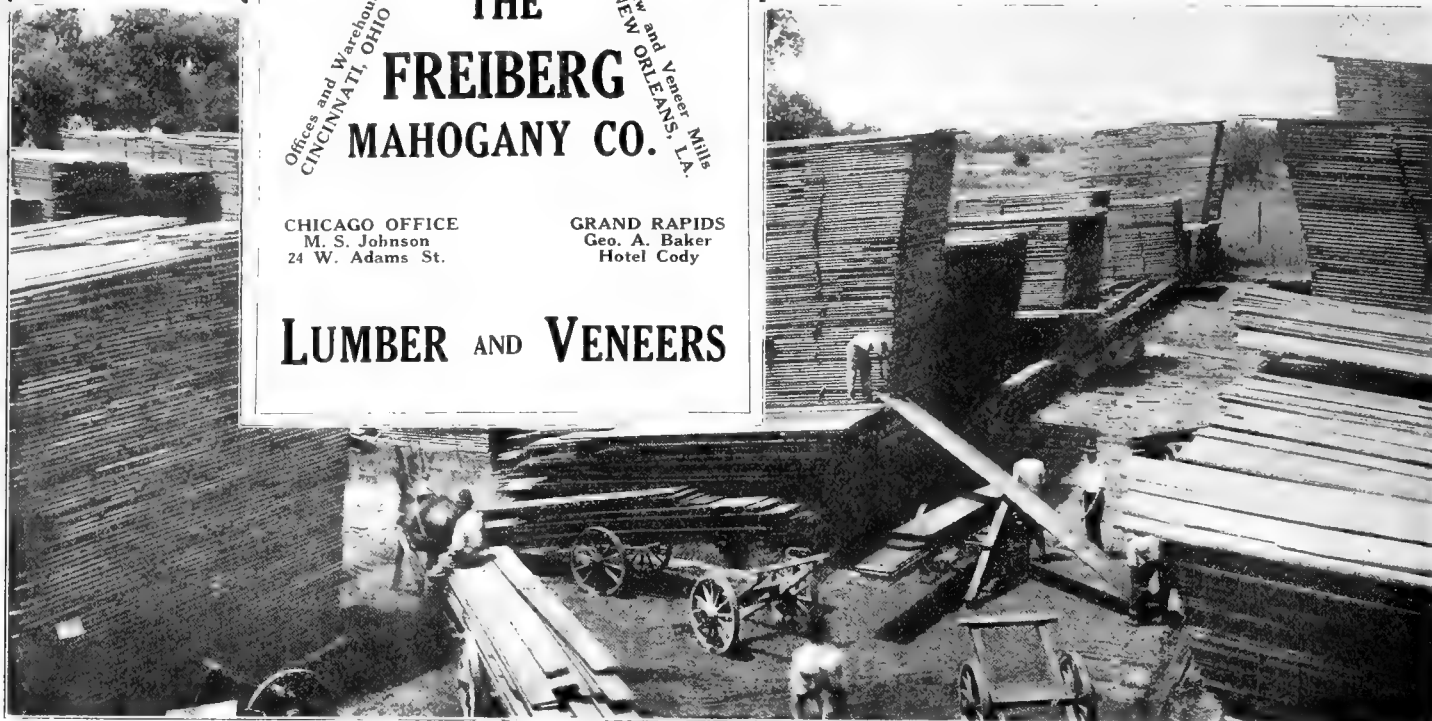
THE
FREIBERG
MAHOGANY CO.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



convention, as bids were made by New York City, Buffalo, Memphis, St. Louis and Chicago, as well as that city.

The entertainment expenses of the occasion will be defrayed as heretofore by the publication of a souvenir program and the sale of advertising space therein to members and general advertisers catering to the lumber industry. The secretary's report covering the activities and progress of the association during the first half of its present fiscal year was the most favorable from every standpoint that it has ever been possible to present.

In the way of membership gains, a remarkable record was scored, especially and emphatically so considering that the latter part of the same six months has witnessed a sharp slump in practically all lines of business, and from which decline the hardwood trade has by no means been exempt. Eighty-eight new applications for membership received since the fall meeting of the executive committee, Sept. 23, were passed upon and accepted. These added to the 96 new members admitted within the preceding three months brings the total gain for the first half of the current fiscal year up to 184. There have been membership losses from all causes during the same period of 38 so that the grand total of our membership at this writing is 1396.

The semi-annual showing of the association's finances made to the board indicated a stable, well-balanced status throughout, and a material gain in net resources since the annual meeting in June. This is particularly gratifying in view of the fact that the association is now operating on a larger scale than ever before and that general trade conditions are what they are.

Southern Hardwood Traffic Association Prepares for Annual

The next annual of the Southern Hardwood Traffic Association will be held at Memphis in the Hotel Chisna Jan. 20, 1921, according to announcement of J. H. Townshend, secretary-manager, following a meeting of the governing board one day during the past week. Officers and directors will be elected for the following year, and, to this end, S. M. Nickey, president, appointed the following nominating committee to select candidates for president, vice-presidents, treasurer and one-third of the total number of directors. This committee consists of the following: George C. Ehemann, Memphis, chairman; Walker L. Wellford, Chickasaw Cooperage Company, Memphis, and T. V. Ashby, Ashby Veneer & Lumber Company, Jackson, Tenn. In accordance with precedent, only one set of candidates will be nominated. It is regarded as practically certain that President Nickey, whose administration has been singularly successful, will succeed himself.

The program has not yet been prepared, but it may be authoritatively stated that a member of the Interstate Commerce Commission or a prominent railroad president or both will be invited to address the members.

It was the sense of the board of governors, during their meeting here, that "something must be done in connection with the present high rates on low grade lumber and forest products," and enough has transpired recently to carry the conviction that the association will move, during the earlier part of the year, for a distinct downward revision of rates on hardwood lumber on the theory that these are so high as to greatly restrict outlets heretofore enjoyed therefor. It is therefore not at all improbable that the next annual of this organization may take such action as to pave the way for this rate contest, which will doubtless be one of the greatest, in the issues at stake and in the money involved, in the history of the hardwood lumber industry.

The board, during the meeting, decided that members handling all of their claims through the association would pay a commission of only 5 percent on amounts recovered, but that members who handle only part of their claims through the organization must pay 20 percent on all recoveries below \$50 and 10 percent on all above that amount.

The association has enjoyed one of the best years in its history, despite the reversal that has overtaken the hardwood industry. It has lost very few members through death or resignation. At the same time it has established a new high record in the matter of new members, having now a roster of more than 500, controlling annual shipments of over 350,000 cars of forest products. Its finances are in excellent condition, and so much has been accomplished in the way of instructive work that members are looking forward with unusual pleasure to the forthcoming meeting.

The feature of the annual, aside from the addresses to which reference has been made and the election of officers, will be the detailed report of J. H. Townshend, secretary-manager of the association.

Knoxville Club Elects Officers

J. M. Logan was elected president of the Knoxville Lumbermen's Club at its regular meeting Friday, Dec. 7, the first of the regular luncheons to be held in the magnificent new Knoxville Business Men's Club. Mr. Logan has been serving as vice-president during the past year. L. H. Shaffer of Shaffer & Company and the Pioneer Lumber Company was elected vice-president; U. S. Andes of the Andes Lumber Company, secretary, and Fred Stair of the Stair-Sharp Lumber Company, treasurer.

The club has had a highly successful year under the leadership of Carl E. Maples of the Maples Lumber Company as president, the attendance at the election meeting being the largest in the history of the club. The club is fully representative of the hardwood interests of this city and section. Mr. Maples and his associate officers were given a rousing vote of thanks for their excellent work, Mr. Maples commending the excellent work of Treasurer H. N. Saxton and Secretary E. R. Oates. Under the rules of the club the entire official list is changed each year. The report

Veneer Will Be Nationally Advertised

National Veneer and Panel Manufacturers' Association Also Decides to Establish Grading and Inspection Bureau; Annual Convention Held

Defying the present dearth of business and expressing a courageous confidence in the future prosperity of the veneer and plywood industry, a nation-wide campaign of advertising was determined upon by the National Veneer & Panel Manufacturers' Association, assembled in annual convention at the Congress Hotel, Tuesday, Dec. 14. The campaign will be directed toward the development of new and extension of old markets for veneers and plywoods and at the same time seek to so educate the public as to disabuse its mind of the foolish prejudices which still linger against the name "veneer." The public will be taught to understand that veneer does not mean an inferior and substitute product for something of superior quality, but that it has its own particular functions and that these functions are the best. The public will be told, as in the case of furniture, that a properly constructed article having veneer in its construction is thereby made more durable and more ornamental than if it had been of solid workmanship. New fields for the employment of plywood as an engineering material will be searched out and exploited.

The new president of the organization, J. T. Horne, of the J. T. Horne Veneer Company, Tuscaloosa, Ala., appointed a committee comprising E. E. Hemingway, Wisconsin Timber & Land Company, Mattoon, Wis.; G. O. Worland, Evansville Veneer Company, Evansville, Ind.; C. B. Allen, Allen-Eaton Panel Company, Memphis, Tenn.; E. V. Knight, New Albany Veneering Company, New Albany, Ind.; and Howard S. Young, of Indianapolis, Ind., secretary of the association, to work out the details of the advertising campaign and put it into operation. The committee was named immediately after Mr. Horne's election by acclamation at the annual banquet in the French room of the Congress Tuesday evening. The committee personnel was selected with a view to representing the various wood divisions of the association.

The cost of the campaign will be met through an assessment of one-tenth of one per cent on the gross annual cut of the membership of the association, the cut of 1920 to be the basis. This was determined by a motion carried at the Tuesday afternoon session.

Mr. Worland brought up the question of the national advertising campaign and served as chairman of the committee of four which S. B. Anderson, of the Anderson-

Tully Company, Memphis, retiring president, named to consider the campaign and return recommendations to the meeting. Mr. Horne, Mr. Knight and H. Brooke Sale of the Hoffman Bros. Company, Fort Wayne, Ind., served with Mr. Worland on this committee. The meeting pledged its unanimous support to the campaign, following the appointment of this committee.

During the afternoon session the members of the association received further enthusiasm for the campaign from a talk on the advantages of such advertising given by Murray Springer, of Crosby-Chicago. He declared that no similar campaign had ever failed and told the veneer and plywood manufacturers that he did not see why they should not reap great benefit from the campaign, provided it was intelligently planned and directed. As an example of what might be done, he cited the really wonderful returns the cypress and gum manufacturers had received from the national educational campaigns which they conducted.

Establish Inspection Bureau

Another matter of large importance accomplished by the convention was the establishment of a national grading and inspection bureau, which will adjust disputes arising between members of the association and their customers over the specifications of orders delivered.

The bureau was authorized through the adoption of recommendations made by Mr. Allen, reporting as chairman of a committee named by President Anderson. Mr. Allen recommended that a grading and inspection bureau be established by a committee of five (appointed by the president) with power to act; that the committee employ an inspector, or adjuster; that all members of the association print on their stationery the announcement that they are members of the National Veneer & Panel Manufacturers' Association, and that the official inspector of the association will settle all disputes on grades and quality of stock between members and their customers; that no veneer or panel manufacturer not a member be permitted to use this announcement; that the inspector be guaranteed a remuneration of \$2,500 a year, and that his salary and other expenses incident to the making of an adjustment be paid by the losing party to the dispute.

Mr. Allen explained that it is not the intention of the inspection bureau to establish national grading rules but



The New President—J. T. Horne

that it would undertake to enforce the rules of the various clubs composing the membership of the association.

The advertising committee named by President Horne will also function in the organization of the inspection bureau and the expenses of the bureau will be defrayed out of the one-tenth of one per cent assessment on cut. This was intrusted to one committee with a view to simplifying the financing of the work.

Mr. Worland and Mr. Hemingway served on the committee with Mr. Allen.

In putting the question of the inspection and grading bureau before the convention directly after the delivery of President Anderson's annual address at the Tuesday morning session, Mr. Allen said that there was now greater need than ever before that machinery be set up whereby when a buyer says material delivered to him on an order is not up to grade, the claim may be decided upon its merits, without the seller having to give way unjustly, as he may often be called upon to do in these times. He recommended the selection of a committee of three to consider and report on his proposal. This committee, he said, should represent the North, South and figured woods. These recommendations were adopted by the convention and carried out by President Anderson in the selection of the committee.

The report of the nominating committee, comprised of Mr. Sale, Mr. Allen and D. E. Kline of the Louisville Veneer Mills, Louisville, Ky., was made at the conclusion

of the annual dinner. The following are the officers nominated and unanimously elected to serve during the ensuing year:

President—J. T. Horne, J. T. Horne Veneer Company, Tuscaloosa, Ala.;

First Vice-Pres.—N. M. Willson, Pearl City Veneer Company, Jamestown, N. Y.;

Second Vice-Pres.—O. C. Lemke, Underwood Veneer Company, Wausau, Wis.;

Third Vice-Pres.—H. J. Barnard, Central Veneer Company, Indianapolis, Ind.

The term of the treasurer, E. H. Defebaugh, Chicago, was continued, as was also the term of Howard S. Young of Indianapolis, secretary.

In his annual address, President Anderson, at the opening of the convention, struck a keynote of optimism. He refused to be awed by the present slump in business and considered the cheerful prospect of the great potential demand for American homes, the meeting of which, he said, was bound to make heavy demands for veneers for interior trim and furniture. A million new homes are needed in the coun-

try, he said.

Mr. Anderson said that the era of extravagant prices and profits had passed, being replaced by an era of low prices and small profits. He said that it was to the advantage of all concerned to have a condition such as compels careful production processes, and a market affording fair prices and fair profits.

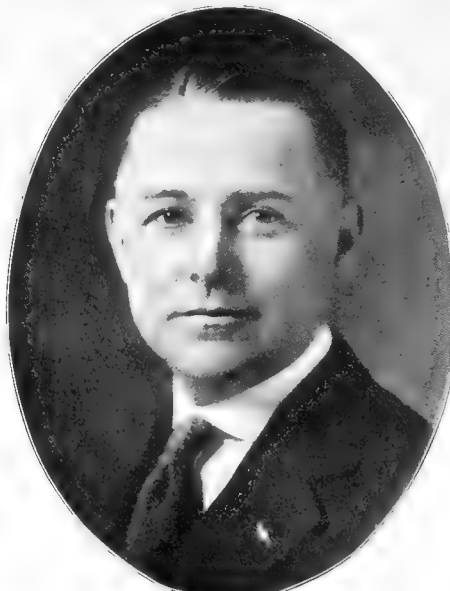
(Continued on page 36)



Geo. O. Worland, The Evansville Veneer Co., Evansville, Ind.



C. B. Allen, Allen-Eaton Panel Co., Memphis, Tenn.



E. V. Knight, New Albany Veneering Co., New Albany, Ind.



Howard S. Young, Secy., Indianapolis, Ind.

Buy NOW

The present business situation is largely "a state of mind." It can only be temporary.

Winter weather will soon be here, causing the usual transportation delays in deliveries to the consumer, as well as suspending logging operations for the manufacturers.

You should have stock on hand when you need it.

Prices have undoubtedly reached their lowest limit. Freight rates and wages are fixed at their present basis for some time to come. With business improving, prices will, therefore, be-

come steadier, and advances are not unlikely.

From choice logs now on yard, we can furnish items of rotary cut oak, poplar and gum, in standard thicknesses, in sheet stock, or cut to your dimensions.

Excellent selections are offered in figured mahogany, American walnut and figured red gum, subject to your inspection of full sized samples. Smooth cutting—good figure—prices right. Also sawed quartered white oak veneers.

All figured woods in stock—immediate shipment.

Plywood —
"Made Right to Stay Right"

A Merry Christmas
and
A Prosperous 1921

THE LOUISVILLE VENEER MILLS

MANUFACTURERS

LOUISVILLE, KENTUCKY

Perkins Vegetable Glue

Was born in a small way in Florida not so very many years ago; almost at once it made its way into the largest and best woodworking factories and for a decade past has been considered the

STANDARD QUALITY



The picture shows the present home of

PERKINS 183

Trade Mark
(Reg. U. S. Pat. Off.)

This growth has been made possible because the majority of the glue using trade was alive to the opportunity of

Perkins Quality and Perkins Service

Ask any one of our customers what this means in his factory; there are many who have used our glue steadily for ten, twelve and thirteen years.

Process and Product Patents covering Perkins Glue were granted July 2nd and March 14th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

We greet our trade at the beginning of the New Year with
Best Wishes for Happiness, Health and Prosperity

All our facilities are at your service

PERKINS GLUE COMPANY

Factory and General Offices:
Lansdale, Pennsylvania

Sales Office:
South Bend, Indiana

LOUISVILLE GREETS YOU

THAT period of blessed sentiment and renewed youth has come again. The hand of human charity reaches forth the world over, sweeping aside rancors and stilling unchristian passions.

THE world once more renews its hope—and our wish for you is that your expectations and re-inspired ideals may be more nearly reached, in the year ahead, than ever before.

WOOD-MOSAIC COMPANY
INCORPORATED
LOUISVILLE, KENTUCKY

Veneer Will Be Nationally Advertised

(Continued from page 32)

This brought him to the next important note of his address, which was efficiency. He told the veneer manufacturer that they must apply economy and efficiency to every phase of their operations; they must insist upon the highest efficiency from their salesmen, their office help and the workers in their plants. Efficiency of operation now and in the future will be necessary to insure fair profits, he said.

Retiring President's Address

In full, Mr. Anderson's address is as follows:

Since we met last, six months ago, a change has come over the spirit of our dreams. Then we were all at the height of prosperity. More orders booked than we could fill; customers begging for goods, which we could not supply even at the peak prices then prevailing. We do not know exactly what has happened to us. We know our shops are idle, or practically so. No one wants our goods even at the very conservative prices that we might be tempted to quote if the opportunity were offered us. It is a difficult matter to adjust ourselves to present conditions. In the classic inquiry of a generation ago we are all asking "Who struck Billy Patterson"? The search for the cause of our present situation can only be valuable as it may help us to solve the very serious problems now facing us.

Are present conditions indicative of what we may expect regularly in the future, or are they simply a letting up to catch breath? Undoubtedly the American public was for a year or two buying mad. Will they rest awhile and take hold again in a reasonable, moderate way, or have they quit? It strikes me that this is the whole question: Has the American public—the every-day American citizen—quit buying for his wants permanently; quit with a good bit of money lying around loose, or is he just resting up? I think we all know him well enough to be able to answer this question, and I think the answer will be unanimous. If my diagnosis of the case is correct, what are we up against? We are up against a spell of waiting, more or less drawn out, but I hope not an exceedingly long spell. We were flying pretty high, and in the course of events we could not expect to always continue on the wing. I think, though, the shots that brought us down were fired a little early. The propaganda of the Treasury Department at Washington, and of the Reserve Banks, while probably well intended, was efficient, but I think premature, and probably more efficient than intended. An immense debt had been created during the war, while prices were high and business rushing. The only time that a big debt can be paid is when prices are high and business good. It is a poor time to attempt to pay when prices of commodities are low, business poor and profits small. I think, in the desire to lower the high cost of living, this fact was overlooked, and the "goose that was laying the golden eggs" into the U. S. treasury was killed, or, at least, temporarily put out of business.

Time to Plan for Future

I think now is the time to get ready for a good business in the near future—not such a business as we had last year, but a good, healthy business. We all must sharpen our pencils as prices will be close. We must cut out extravagance and useless waste, and introduce economy in the conduct of our business. We will probably all have something of a strain in adjusting ourselves to conditions coming, but I believe any well-equipped, well-organized and well-managed plant will soon again be doing a reasonably profitable business. I fully realize that the buying capacity of our people will be somewhat contracted. The shrinkage in value of farm products during the past few weeks, estimated in some quarters at around seven billion dollars, the reduction in wages will reduce, more or less, the buying capacity of the farmers and the

workmen, and these are the two classes of buyers that make business good or bad. I have before stated that I thought the interest of the business man ran along with good prices for farm products and good wages to our workmen. I think anything that can be done to restore farm products to a good paying basis should be done, not only in the interest of the farmers, but in our own interest; in the interest of the business man in general. I think it stands the employer of labor in hand to watch himself very closely to see that he does not, in his effort to reduce cost of production, use the pruning knife too freely, and so, while possibly doing an injustice to his employees, injure himself by crippling the buying power of a very large proportion of the American public, a portion that always spends freely if it has anything to spend. The menace facing business is cheap farm products and low wages. Eighty-cent wheat and \$1.25 wages buy little furniture.

While it is not to our interest to force wages too low, we should not allow the opportunity to pass without bringing about great improvement in labor efficiency. Labor should understand fully that a good day's work must be returned for a good day's wages. If this is not understood and heeded, the workman is simply inviting disaster. We should weed out the inefficient workmen and encourage the efficient workmen by paying good, liberal wages—in fact, all the business will stand. We will, by this course, reduce labor cost of our products, and at the same time keep the buying ability of the workingman at a high point.

Reasons for Prosperity

The natural growth of population of the country has been increasing during the past few years with the usual rapidity, but house building has very largely stopped. It has failed to keep pace with the growth of population so that it is in all cities difficult to find quarters in which to live. Families are doubled up—young couples are living with the old folks instead of starting a new home for themselves. Money has been scarce with which to build. Building material has been too costly to encourage investment in new residences. With the lowering of cost of building material and labor, money will again be obtainable for building, and this industry will revive. It appears to me that on this one point hangs very largely the future of the furniture trade, and we all recognize the dependence of our line of trade on the prosperity of the furniture business. With the revival of house building will come an enlarged call for furniture. It is estimated that a million new residences are needed now. Think for a moment what the building of a million houses in the next few years would mean to the furniture trade, and, incidentally, what it will mean to us. And the building is coming—it cannot be put off much longer. I believe there is every reason to feel encouraged. We will be compelled for a while to go slow, but the good time is coming. In the meantime get ready. I believe that we must depend on a good output at close figures for our profit and not a large profit on a small output—and this is better in the long run. Low prices encourage buying and put goods within the reach of a large buying public. I believe the ideal conditions will be when cost can be made so low that good goods can be placed within the reach of the larger portion of the community. This does not mean that goods will be made without a fair profit, but it means good management, good machinery and good work.

Withal we have reasons for a hopeful outlook. There is much to inspire confidence. The accumulations of the last few years are still in existence. The crops, in spite of low prices, will bring a very large sum of money. The world needs our surplus, and I believe will make some arrangements by which it can make payment. Our transportation system is greatly improved so we will be able to get our goods to market. The majority of our workmen are still receiving good wages. Credits are slowly easing up. With all this, why should we be pessimistic? Let's cheer up. This of itself will help. Feel optimistic and talk optimism. This will help sales. No one will buy if you bring gloom with you,

(Continued on page 44)



*Figured
& Gum*

NICKEY BROTHERS, INC.

MEMPHIS, TENN.

Where Grace and Beauty are Desired



The subtlety of charm in furniture effectiveness lies as much in the adaptability of the wood, as in design and craftsmanship.

The soft color tones and unvarying beauty of N. B. Quality Figured Gum Veneer commands instant admiration for those pieces where graceful effects are sought.

Concentrate Your Purchases and Save Money

Through Buying

Sliced Figured Red Gum and Rotary Cut Gum Veneer
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims
Sawed and Sliced Quartered Oak

In Cars with Band Sawed Hardwood Lumber

Carload Buyers get closer prices, save freight on local shipments and eliminate damaged goods.

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE



THE WILLIAMSON VENEER CO.

WALNUT BUTTS
MAHOGANY
LONG WALNUT
OAK & POPLAR
&
OTHER FANCY
WOOD VENEERS



BRANCH OFFICES	MILLS	AND SHOW-ROOMS
JAMESTOWN N.Y.	BALTIMORE, MD.	HIGH POINT, N.C.
NEW YORK CITY	FORTY-FIRST ST. & SIXTH AVE.	28 E. JACKSON BOULEVARD - CHICAGO, ILL.

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS

1966 MAUD AVENUE
CHICAGO

GENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Relative Merits of 1-4 Inch and 1-8 Inch Veneer Stock

In the interest of one of the readers of Hardwood Record, who desires to get opinions on the relative merits of $\frac{1}{4}$ " and $\frac{1}{8}$ " veneers, the question is being presented herewith to the trade, with the hope that it may elicit such discussion as will clearly establish which thickness is most serviceable.

The reader, who requested that his name not be published, had the following to say on the question: "We are contemplating issuing a booklet in which we intend to explain the merits of our veneered doors, their construction, etc., and in view of the fact that it has been said that $\frac{1}{4}$ " veneers are better than $\frac{1}{8}$ " for veneered work, we are taking the liberty of writing to you, and ask if you will kindly give us your opinion of this matter, as we rather doubt the correctness of the statement. In fact, we have always contended that the very opposite view is correct—that the thinner the veneer the less the strain on the glue joint.

"We have before us the booklet of a company which expresses our ideas fully, wherein it states: 'The thinner the veneers the less pulling strain on the glue joint. The comparison of the strains being in ratio to the cube of their sections. One-quarter inch veneer has eight times more pulling strain than one-eighth inch. Therefore, sometimes one-quarter inch veneers break the glue joints and come off in sheets.'

"There are, no doubt, other merits one thickness of veneer may have over the other, and it is with the thought in view of learning the advantages one may have over the other that we are asking for your opinion in the matter, which we assure you we shall appreciate very much."

Believing that this letter opens up a broad technical question that in fairness should be handled by the experts who manufacture veneers and built up stock, Hardwood Record secured permission from the writer of the letter to submit the problem to the trade.

The Editor of Hardwood Record expressed the opinion that the logic of the case rests with the writer of the letter. He discussed the question in the following words: "The plain advantage of veneer over solid work is the elimination of warping, checking and other deteriorating defects, due to the imposed thin sheets as against the one solid thick piece of lumber. Obviously the nearer veneer approaches a thick piece of lumber the greater will be the tendency to take on the difficulties inherent in solid work. Thus the potential tendency to check and warp would be greater in $\frac{1}{4}$ " stock than it would in $\frac{1}{8}$ " as the $\frac{1}{4}$ " stock is just twice as thick as the other.

"Also, we believe that the scientific facts of the case strictly support the claim for the thicker veneer. It is perfectly obvious that so far as the stresses and strains which would act to deteriorate the glue joints are concerned, would be multiplied more in direct ratio to the thickness."



Making Airplane Propellers at Forest Products Laboratory, Madison, Wis.

ESTABLISHED 1867

Reg. U. S.



Pat. off.

INCORPORATED 1904

HOFFMAN BROS. CO.

veneers

HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

△ △ △

STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	In carloads or less than car- load shipments
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak

Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Better *dry* and ready to ship.

3/8", 1/2", 5/8", 4/4" American Walnut, Common and Better, *dry* and ready to ship.

Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and other Northern Hardwoods

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

Furniture Makers to Cut Prices to Replacement Values

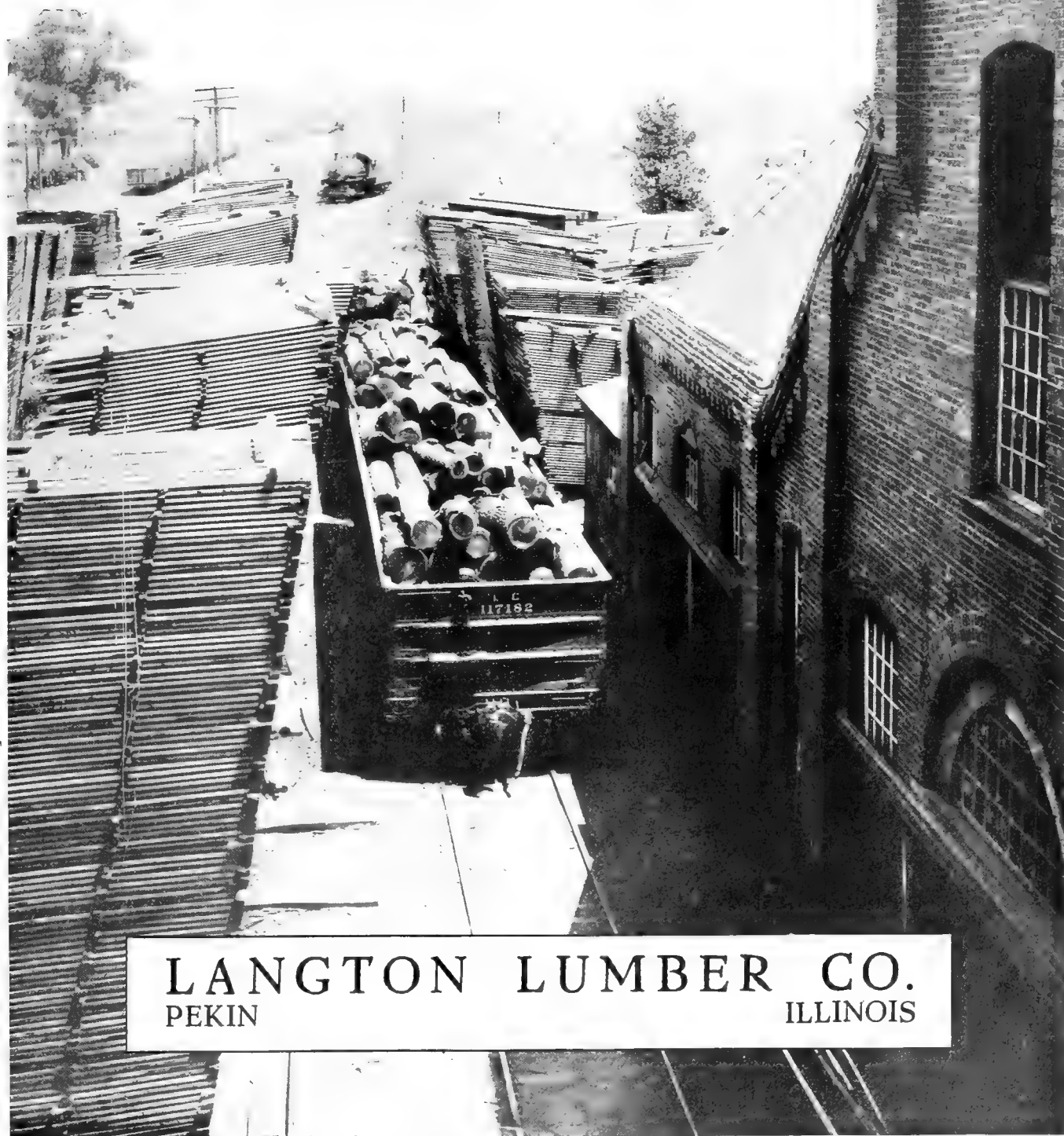
It is expected that furniture manufacturers of Evansville, as well as those in other parts of the country, will cut their prices in January lists to figures "based absolutely on the replacement value." This was the announcement of Mayor Benjamin Bosse, head of the Globe-Bosse-World Furniture Company, Evansville, Ind., upon his return from Washington, D. C., where he attended a meeting of the National Furniture Council. He said that retailers, meeting with the national manufacturers, had agreed to accept the prices of the manufacturers for January. The cut has not been decided as yet, but will be figured on the absolute cost price from a replacement of materials standpoint. Mayor Bosse also announced a nation-wide publicity campaign which the furniture manufacturers will undertake. Mayor Bosse is the father of this plan, which may involve the expenditure of no less than \$2,000,000 during the first year. The plan was first suggested by Mayor Bosse, after he had been through the South and had noticed that while cotton planters have their automobiles, they still use home-made and crude furniture in their homes. Mayor Bosse presented the matter to the National Council, and a committee was appointed consisting of three manufacturers and three retailers to make a survey to determine the best manner of conducting the extensive campaign. An appropriation of \$5,000 was voted for the survey, and Mayor Bosse was named chair-

man of the manufacturers' committee. If the survey shows what it is believed it will develop, an appropriation of not less than \$2,000,000 will be voted for the publicity campaign. Mayor Bosse said the manufacturers, while lacking business at this time, are optimistic about a revival of business after the first of January. The retailers reported that they are moving stocks sufficiently to promise that they would place orders after the first of the year and allow the furniture plants to re-open. The Furniture Council elected officers as follows: Ashton Derby, Boston, chairman; George G. Withworth, Grand Rapids, vice-chairman; J. T. Ryan, Highpoint, North Carolina, secretary.

Fire destroyed the largest of the three warehouses of Ichabod T. Williams & Sons on Staten Island, New York, on the night of Dec. 9, occasioning the loss also of some 15 million feet of veneers, chiefly mahogany, stored therein. The company has issued a card to its trade stating that in spite of the losses in the fire it is ready to serve them, having saved two other large warehouses in which is stored a larger quantity of veneer. The two warehouses which escaped the fire contain principally a duplicate stock of veneers. The fire also destroyed a few gangways of mahogany and hardwood lumber, but this was only a small part of the stock held in the company's yards. Virtually no damage was done to the company's saw and veneer mills, and they continued operations on full time directly after the fire.

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS

Pickrel Veneer Co.

INCORPORATED

NEW ALBANY, INDIANA

Manufacturers of

Walnut Veneers

and other fancy Cabinet Woods



Pile of High Grade Walnut Veneer Logs

Our Specialties

Sliced, Half Round, Rotary Cut and Butt

WALNUT VENEERS

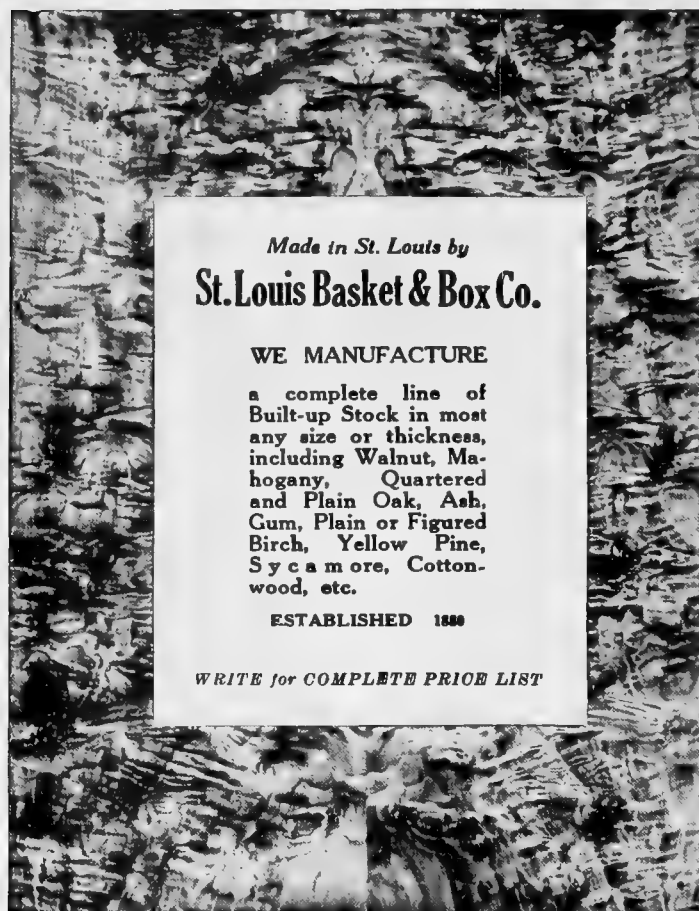
AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

THE DEAN-SPICKER CO.

Manufacturers of

VENEERS

Oak — Mahogany — Walnut

AND

LUMBER

22nd St. and So. Crawford Ave. Chicago

(Continued from page 30)

but if you are optimistic your optimism will spread, and sooner or later your customers will feel its effect. There is no reason or excuse for pessimism.

Business Dull Everywhere

Reports on conditions in the veneer and plywood industry made by representatives of the various producing regions were uniformly to the effect that the large majority of the mills are down, that little or no logging is being done and that there is no market for veneer logs. Speaking for the North, F. A. Marshall of the Wisconsin Veneer Company, Rhinelander, Wis., said that "business is flat." The northern loggers are still getting out some logs, but if the demand is not improved in a short time, logging will be abandoned and there will be a short crop. Prices of veneer logs are a little lower, he said, but not much, owing to the fact that the logs now being offered were gotten out during the high price period. The cost of labor has decreased somewhat, but not substantially, and only affects logs now being got out.

Reporting for the West, O. G. Steiner of the Schoenlau-Steiner Trunk Top & Veneer Company, St. Louis, Mo., said that business is very quiet, some producers having cut prices so low that they can not be met by the rank and file. Few logs are being gotten out, those now out having been logged during the summer.

James E. Stark, James E. Stark & Co., Inc., Memphis, Tenn., defined conditions in the South. He said

that considerable quantities of veneer logs are out, but there is absolutely no market for them. The mills have shut down to remain so until Spring. Out of thirty mills in Memphis, he said, he knew of but four that are now operating. Logs can be got in the South at most any price, he said, by a person with cash. "What the South needs is cash." He predicted that if the mills remained down until Spring and the dearth of logging continues, there will be a severe shortage of lumber and veneers in the South and high prices will inevitably result.

Telling of conditions in the East, F. C. Rice of the Pearl City Veneer Company, Jamestown, N. Y., said that logging is at a standstill, as are also the mills. There is no market for logs despite the fact that nearly all the mills' log yards are cleaned out. The prices of logs have fallen about 50 per cent, he said.

D. B. Scully of the Central Door and Lumber Company, Portland, Ore., made a report on Pacific Coast conditions, declaring that the demand for fir mill work has turned upward during the last few days and prices have correspondingly stiffened. He said that his concern was guaranteeing prices against decline to March 1.

A paper by Fred M. Knappen of the Grand Rapids Veneer Works, Grand Rapids, Mich., on "Casein and Vegetable Glues," was read by H. D. Potter during the Tuesday morning session.

Armin Elmendorf of the Haskelite Mfg. Company, Chi-

cago, addressed the morning session on "Plywood as an Engineering Material."

Near the conclusion of the afternoon session of the same day, W. H. Anderson of Arthur Anderson & Company, certified public accountants, Chicago, spoke on "Suggestions with Reference to Income Tax Returns."

Wednesday morning and afternoon, the second day of the convention, was devoted to group meetings as follows: Panel manufacturers under auspices of Plywood Manufacturers' Association; quartered oak and other fancy veneer manufacturers under auspices of Quartered Oak Veneer Association; rotary veneer manufacturers.

O. C. Lemke of Wausau, Wis., the second vice-president, presided over the major part of the Tuesday afternoon session.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.



THE St. Louis Basket & Box Co., of St. Louis, Missouri, bought the first Coe Dryer in 1902. They bought their FOURTH Coe Dryer in 1919. They cut a great variety of woods into Veneers and have tried other methods of drying. Ask them what they think of the

COE AUTOMATIC ROLLER VENEER DRYER

It is noted for—Its satisfactory service; its labor saving; the high quality of its product

THE COE MANUFACTURING COMPANY

PAINEVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

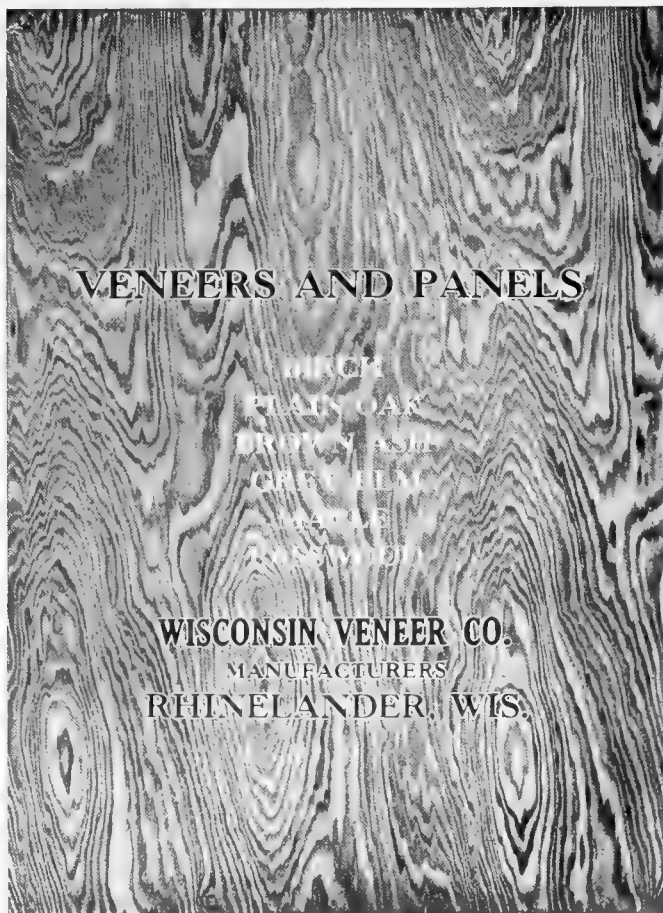
15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

VENEERS AND PANELS

WISCONSIN
PINE
BIRCH
CHERRY
OAK
PINE
WALNUT

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.



*Buy now
what you need
as you need it.*

*Prices right
for dependable stock
and reliable service.*

*Three plants —
warehouse well stocked —
connections with eight
railroads.*

*We specialize in
L.C.L. deliveries.*

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.

EVANSVILLE, IND.



Soldiers and Sailors Memorial Coliseum, Evansville, Indiana.

of the treasurer showed a substantial balance on hand, with all bills paid.

It was decided to lease an office in the Business Men's Club, where all other civic and commercial bodies are honored, the luncheon meetings to be held in one of the private dining rooms of the club. It was voted to meet every other Friday, beginning Jan. 7, there being some confusion under the old rule of meeting on the first and third Fridays, there being five Fridays in four months of the year.

The ladies' night of last year having proved such a success, it was voted to hold another about Jan. 10, and H. C. Kopcke, Walter McCabe and C. E. Irish were appointed on the committee to arrange it.

The matter of placing a price on stock inventoried was raised, and a committee to discuss this and confer with income tax officials was appointed, consisting of Walter McCabe, E. R. Oates, H. C. Kopcke, L. H. Shaffer and C. R. Swann.

Mr. Logan, newly elected president of the club, is a large operator, having mills in Alabama and Virginia and yards in Knoxville and Cincinnati.

Greer Now Heads Evansville Lumber Club

The Evansville Lumbermen's Club at Evansville, Ind., held its regular monthly meeting at the New Vendome Hotel on Tuesday evening, Dec. 14, and elected the following officers, the same being installed on that night: President, J. C. Greer, of the J. C. Greer Lumber Company; vice-president, G. E. Bauman of the Maley & Wertz Lumber Company; secretary, William S. Partington of the Maley & Wertz Lumber Company; board of directors, George O. Worland of the Evansville Veneer Company, George H. Foote of the Evansville Band Mill Company and Carl Wolflin of the Wolflin West Side Lumber Company. The nominating committee was composed of Charles A. Wolflin of the Wolflin West Side Lumber Company, Daniel Wertz of the Maley & Wertz Lumber Company and George H. Foote of the Evansville Band Mill Company. Mr. Greer, after being duly installed as the new president, said he would appoint the standing committees at the next meeting of the club, which will be held on the second Tuesday evening in January. Mr. Greer has been vice-president of the club for the past two years, also chairman of the entertainment committee. The retiring president, Joseph Waltman of the Evansville Band Mill Company, made a rousing farewell speech, in which he bespoke success for the incoming administration. Mr. Waltman served two years as president, and in that time the membership of the club was greatly increased. Mr. Partington, who was reelected secretary and treasurer, has held this position for a number of years. C. L. Abney of the Chicago Lumber & Coal Company of Memphis, Tenn., and C. R. Garvey, representing the Sawyer-Goodman Company of Marinette, Wis., and the Goodman Lumber Company of Goodman, Wis., were visitors at the last meeting and both of them made short talks on the prevailing business conditions. Daniel Wertz, president of the Maley & Wertz Lumber Company, and a member of the cooperative committee of the club, made the main talk of the evening, in which he advised lumbermen to keep their plants going. He said that business would never return unless the men engaged in the manufacturing business "kept their wheels turning." Charles A. Wolflin of the Wolflin West Side Lumber Company said that with the exception of a few items that lumber prices now are as low as they were in 1917, but he did not expect them to remain this way long.

Baltimore Exchange Finishes Prosperous Year

The annual meeting of the Baltimore Lumber Exchange, the forty-sixth in the history of the organization, which took place on the evening of Dec. 6 at the Merchants' Club, proved to be an exceptionally enjoyable event, and was also productive of much interest from a trade point of view. P. M. Womble, the retiring president, in his yearly report, reviewed briefly the change that had come over the trade situation, and included statements of the other officers, covering the various meetings held by the managing committee during the year, and giving the statistics furnished by the secretary-treasurer, and the inspection committee. It appeared from these reports that the exchange has been a liberal contributor to various public-spirited movements; that there has been an addition of four to the membership and no withdrawals; that a balance remains on hand in the treasury, making the financial condition of the exchange more favorable than it has been in years, and that the quantity of lumber inspected during the year by the exchange corps of inspectors under Chief J. G. Cramer amounted to somewhat over 75,000,000 feet, or 106,000 feet more than in 1919. Despite the unfavorable tone developed in the lumber market during the late summer, and which has since then become more and more pronounced, a feeling of encouragement and optimism pervaded the company and the menu was discussed with zest. Various short addresses were made, among the speakers being the retiring president; the new president, W. Hunter Edwards; Rufus K. Goodenow, who acted as toastmaster; George E. Waters, the vice-president; L. H. Gwaltney, the treasurer and secretary, and Lewis Dill, of Lewis Dill & Company.

With the Trade

May We Have Some Dec. 10 Issues?

HARDWOOD RECORD is forced to appeal to its readers for the return sale of a few copies of the Dec. 10 number, "Petey," the rising young mailing clerk, having mailed out every extra copy in the obliging effort to fill the

Cadillac GRAY ELM

1 car 10/4 Part Dry
3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell

(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

demand from those other than the regular subscribers. It is necessary that we keep a few copies of each issue to maintain our files, and Petey has instructions to reserve these. But this time the enthusiasm of youth caused him to overlook his instructions. He promises that if you will help him out this time he won't again be so public spirited. Mail your copies to HARDWOOD RECORD, 537 South Dearborn street, Chicago.

Fire Destroys Two Million Feet of Hardwoods

A fire in the yard of the Chicago Mill & Lumber Company at Helena, Ark., on Monday night, Dec. 13, destroyed two million feet of hardwood lumber, chiefly oak and gum. The lumber was insured. The band mill adjoining the yard was saved.

W. M. Ritter Suspends Huge Operations to Await Better Market Situation

On Dec. 18, the W. M. Ritter Lumber Company of Columbus, O., which has a normal annual production of 130,000,000 feet from 13 band mills, six planing mills and eleven flooring units, closed all its saw mills and planing mills for an indefinite period.

In an announcement of its plans to close the company declared that "we think the present situation in respect to the cost of production and sales prices is such that it is the part of wisdom to suspend production until the market sufficiently improves to justify resumption."

This announcement also had the following remarks to make in explanation of its conclusion: "If our information be correct only a small percentage of the hardwood mills are running today. While our stocks on hand are only approximately normal and while we are aware of the belief on the part of a very large number of business people that there will be a steadily improved demand for hardwood lumber after the first of the year, and the belief on the part of some that one need not be surprised to see in the future more or less distant, a renewal of auction market conditions, which was in evidence last year and which the present situation in respect to the cost of production and sales prices is such that it is the part of wisdom to suspend production until the market sufficiently improves to justify resumption."

Lindahl Joins Black River Lumber Company

The Black River Lumber Company of Willets, La., announces that it has obtained the services of H. C. Lindahl to represent the company in the north central and western states. For the present he will make his headquarters in Rockford, Ill. Mr. Lindahl is well known to the trade in these sections, having been previously connected with the Dermott Land & Lumber Company of Chicago and Dermott, Ark., also the Galloway-Peaso Lumber Company of Poplar Bluff, Mo., and H. C. Stone Lumber Company of Peoria, Ill.

Hardwood News Notes

CHICAGO

A series of social gatherings, with a view to increasing the acquaintance of the families of lumbermen, was recently inaugurated by Secretary Hooper of the Chicago Lumber Association, with a card party and dance at the association's headquarters in the Lumber Exchange building. Some forty couples attended the social and they all had a most enjoyable evening. Mr. Hooper plans to repeat the social early in March when it is expected a much larger number will be in attendance.

George I. Smith of the Chicago Lumber & Veneer Company, recently suffered serious injury when an automobile in which he was driving collided with a Halsted street surface car.

Fain King of the King Mill & Lumber Company of Paducah, Ky., was in Chicago on business Dec. 21 and 22.

Frank Handyside, sales manager of the Charles W. Fish Lumber Company, Elcho, Wis., was in Chicago last week visiting the local headquarters of his firm.

The formation of a \$100,000,000 foreign trade financing corporation is practically assured as the result of a meeting of bankers and business men of many other lines of activity in Chicago on Dec. 10 and 11 under the auspices of a committee of the American Bankers' Association. The plan adopted, provides for a financial capacity of \$1,100,000,000 and operation under the Edge Law. The plan was that proposed by the American Bankers' Association committee, but the details of organization were left to a committee of thirty representing various commercial and industrial divisions. Herbert Hoover was among the speakers at the organization meeting, which was held in the Congress Hotel.

Among the hardwood men visiting in the city during the past two weeks are the following: R. B. Goodman of the Sawyer-Goodman Lumber Company, Marinette, Wis.; Horace Taylor of Buffalo, New York, president of the National Hardwood Manufacturers' Association; Earl Palmer of the Ferguson & Palmer Company, Memphis; James E. Stark of James E. Stark & Co., Inc., Memphis; John W. McClure of the Bellgrade Lumber Company, Memphis; H. D. Nichols of the Paducah Land & Lumber Company, Paducah, Ky.

L. P. Putman, directing manager of the American Wholesale Lumber Association, returned to Chicago last week, following a trip to Columbus, O., where he attended a meeting of wholesale dealers for the purpose of discussing association work. He reported a substantial increase in membership as a result of the meeting.

MEMPHIS

W. H. Lockwood, district manager of the Southern Hardwood Traffic Association at Cincinnati, resigned, effective Dec. 15, according to announcement made here by J. H. Townshend, secretary-manager. C. J. Edlemann is now serving as acting manager.

The Southern Hardwood Traffic Association is disposed to facilitate the carriers as much as possible in the direction of heavy loading of cars with lumber and forest products, but it is unwilling to allow the railroads to saddle upon its members the impossible task of loading certain kinds of hardwood lumber and lumber products at the rate of 36,000 pounds minimum carload weight. The sub-committee of the Southern Freight Rate Committee, Atlanta, wants to increase the minimum weights on forest products from 30,000 to 36,000 pounds, but the association is vigorously opposing this movement on the ground that there are certain kinds of lumber and certain lumber products which, by their physical structure, cannot be loaded at the latter rate. J. H. Townshend, secretary-manager, and C. A. New, his assistant, appeared before the sub-committee at Memphis some days ago and made the position of the organization perfectly clear on this point.

Fire badly damaged two of the small warehouses or storage sheds of the Memphis Furniture Manufacturing Company some days ago, entailing a loss of approximately \$20,000.

BUFFALO

The Yeager Lumber Company is making an addition to its office building, which will afford it about twice as much space as before. The Atlantic Lumber Company has completed the extension of its office building, the work having been under way for several months.

C. N. Perrin was lately a major in the campaign to raise funds for the Associated Charities. He had five teams working under him, one of these being the lumber team, captained by Fred M. Sullivan.

James B. Wall has returned from a ten-day trip to the southern mills, in the interest of the Buffalo Hardwood Lumber Company. J. D. McCallum and H. A. Plumley have been attending the annual meeting of McLean Lumber Company salesmen at Memphis and Little Rock.

The jury in the Silverthorne case, after deliberation of many hours,

reported to Judge Hazel that it was unable to reach an agreement, and it was therefore discharged. The case was on trial here for seven weeks. A sensational disclosure following the trial was the arrest of a Syrian priest, the Rev. Francis Shemalie, who was secretly indicted by a grand jury. He is charged with having tried to influence one of the jurymen and having "sought to influence, obstruct and impede the due administration of justice in the United States district court." A plea of not guilty was entered and bail was fixed at \$10,000.

The government is not to give up its efforts to convict the Silverthorne Lumber Company and its officers, who are charged with having defrauded the United States of large sums of money by short billing of lumber purchased during the war by the railway administration. John W. Ryan, the government attorney, states that another trial will take place. It may not be reached for a year, owing to the congested court calendar.

A \$6,000,000 pulp and paper mill is projected for Prince George, B. C., by a number of capitalists, who have been looking over the ground. Among them are Angus McLean of the Bathurst, N. B., Lumber Company, and M. E. Preisch of the Haines Lumber Company, North Tonawanda.

PITTSBURGH

At Lock Haven, Pa., the Lock Haven Chair Corporation and the Hipple Planing Mill Company have both closed down on account of a slow market.

The little town of Norwich, in McKean county, Pa., is out of business. This is because all the timber has been cut off. Formerly this town was a mighty lively little village with about 500 people.

The Standard Flooring Company at 6601 Kelly street, East End, is now carrying one of the largest stocks of flooring in Pennsylvania. The company increased its capital lately to \$100,000. Edward J. Steeb, Jr., is president.

The wagon works of McLean & McGinniss Company at 427-429 Liberty avenue were damaged about \$200,000 last month by fire. The plant will be rebuilt shortly.

The Aberdeen Lumber Company reports that the buying of hardwood by manufacturing concerns in the middle west has fallen off badly of late and they look for very little improvement until the first of the year.

The fact that several big railroad companies have placed enormous orders for rails lately is taken by wholesalers to mean that there will be a splendid business for lumber with the railroads in the near future. At present both inquiries and orders for hardwood are very scarce except for bridge oak.

Hardwood wholesalers are greatly interested in the merger of about 15 of the leading glass companies in Pennsylvania, West Virginia, Ohio and Oklahoma. These plants will be equipped throughout with American window glass machines. They have been large buyers of lumber for many years, and it will be interesting to note what effect this merger will have on the amount of lumber business placed and the way in which the purchases will be made. The companies that are in the merger are as follows: Pennsylvania Window Glass Company and Kane Glass Company of Kane, Pa.; Consolidated Window Glass Company, with plants at Hazelhurst and Mt. Jewett; Empire Glass Company, Shinglehouse, Pa.; Smethport Glass Company at Smethport, Pa.; Camp Glass Company, Huntingdon, W. Va.; Crescent Glass Company, Watson, W. Va.; Tuna Glass Company, Clarksburg, W. Va.; Westfork Glass Company, Clarksburg, W. Va.; Columbus Glass Company, Lancaster, Ohio, and Okmulgee Window Glass Company, Okmulgee, Okla.

BALTIMORE

Baltimore is to get another sash, door and millwork plant in the near future, the Radford & Wright Company of Oshkosh, Wis., having decided to establish a branch here. The company has just closed a deal for the large factory building at Howard and West streets, formerly occupied by the Baltimore Sash & Door Company, and after the withdrawal of that corporation by a house furnishing concern. It is said that the Radford & Wright Company will not only assemble materials here, but also manufacture from raw stocks. The Morgan Millwork Company, another Oshkosh enterprise, already has a big branch establishment in Baltimore, and has been steadily expanding its business, having last year opened a branch at Jersey City.

Owners of the Dunfee Lumber Company, one of the largest timber dealing corporations in West Virginia, according to a report from Charleston, that state, on Dec. 13 filed a petition in bankruptcy in the Federal court there. The debts are said to total \$226,000 and the assets \$134,000. The company scheduled claims of 129 creditors, the largest one being that of the Lafayette Lumber Company of Uniontown, Pa., which holds 10 notes for \$55,000, secured by a trust deed to 1,800 acres of timberland in Fayette county, West Virginia. One hundred and two unsecured creditors, located in various sections of West Virginia, have claims against the company.

Fire on the morning of Dec. 15 destroyed the plant of the Fair Chance Lumber Company at Uniontown, Pa., causing a loss estimated at \$50,000. State police patrolling the district think that the blaze is another act of a gang of incendiaries who have been operating in Fayette county for the last few months.

W. E. McKee of James Webster & Bro., Liverpool, England, stopped in Baltimore last week on his way to New York to take the steamer for home. He has been in the United States about two months, he told Harvey M.

QUARTERED WHITE OAK		
4/4" No. 1 Common.....	3 cars	
4/4" No. 2 Common.....	1 car	
PLAIN WHITE OAK		
4/4" No. 1 Common.....	3 cars	
4/4" No. 2 Common.....	3 cars	
6/4" FAS.....	1 car	
6/4" No. 1 Common.....	1 car	
PLAIN RED OAK		
4/4" No. 1 Common.....	4 cars	
4/4" No. 2 Common.....	5 cars	
PLAIN MIXED OAK		
4/4" No. 3 Common.....	10 cars	
5/4" No. 3 Common.....	1 car	
QUARTERED GUM		
8/4" No. 1 Com. & Btr. Red	2 cars	
8/4" No. 1 Com. & Btr. Sap	3 cars	
PLAIN RED GUM		
4/4" No. 2 Common.....	3 cars	
5/4" No. 1 Com. & Btr.....	1 car	
6/4" No. 1 Com. & Btr.....	3 cars	
TUPELO		
4/4" No. 1 Com. & Btr.....	6 cars	
ELM		
4/4" No. 2 Com. & Btr.....	2 cars	
CYPRESS		
4/4" No. 1 Shop.....	5 cars	
4/4" Select.....	2 cars	
8/4" Select & Btr.....	1 car	
COTTONWOOD		
4/4" No. 1 Common.....	10 cars	
4/4" FAS, 6-12".....	5 cars	
4/4" FAS, 13-17".....	1 car	
4/4" Box Boards, 8-12".....	2 cars	

TWO BAND MILLS
100,000 ft. daily capacity

Miller Lumber Co.
MARIANNA, ARK.



Dickson, secretary of the National Lumber Exporters' Association, on whom he called here.

Chester F. Korn of the Korn Company of Cincinnati, O., was another visitor about the same time, and Max Kosse of the Kosse, Shoe & Schleyer Company of Cincinnati was also here. Mr. Korn was on his way to the band mill operated by his company at Sumter, S. C. The plant began running last summer and has been turning out lumber ever since.

Mr. Chatin of the Overseas Lumber Company of New York was in Baltimore about a week ago looking after some export shipments sent by way of this port.

COLUMBUS

The receivership of the Louisville Lumber & Supply Company, of Louisville, Ohio, has been withdrawn from the federal courts and all of the difficulties have been adjusted.

The Crail Lumber & Manufacturing Company, of Warren, Ohio, has been chartered with a capital of \$32,000 to deal in lumber and operate a mill. Incorporators are A. O. Crail, L. Richards, E. J. Crail, I. O. Crail and A. C. Crail.

Upon the application of Horace D. Brasher, president of the Brasher Lumber Company, of Columbus, Harry E. Stafford has been named receiver for the corporation. In his petition for a receiver Mr. Brasher alleged that there was insufficient capital to carry on the business and a fire which recently affected the plant in Clarke Co., Ala., made the receivership necessary. Mr. Brasher is surety on a number of notes given by the company which the holders threaten to cancel valuable timber contracts. He claims that a receivership is necessary to preserve the assets of the company.

A conference of a number of members of the American Wholesale Lumber Association was held in Columbus recently with a score in attendance. L. R. Putnam, executive secretary of the association was present and delivered the principal address. The meeting was called to interest the members in the doings of the organization.

The Dayton Wood Products Company, of Dayton has been chartered with a capital of \$10,000 by L. Bird, W. Heil, L. F. McClaskey, F. Bothash and W. G. Melke.

The Carey Handle & Lumber Co., of Carey, Ohio, has been incorporated with a capital of \$25,000 to operate a handle factory and deal in lumber. Incorporators are I. Wonder, H. L. Pohl, E. Black, W. Sholtz and A. E. Sholtz.

E. M. Stark, secretary of the American Column & Lumber Company,

reports a better feeling in hardwood circles. He says inquiries are much more numerous and there is a disposition to enter the market more and more. Railroads are buying fairly well, although unostentatiously as they do not want to affect the market. Mr. Stark believes that trade will be quite good after the first of the year and preparations have been made accordingly. Business in ties and timbers for railroad use is increasing gradually. Labor conditions at the plants are very much improved.

The board of directors of the American Column & Lumber Company, recently visited the mill located at Stark, W. Va., which was inspected thoroughly.

E. B. Pryor, of the W. M. Ritter Lumber Company, reports a slightly better feeling in hardwood trade. This is evidenced by a large number of inquiries, some of which are developing into orders. Mr. Pryor looks for a better run of business after the first of the year when the semi-annual inventories are completed.

H. R. Allen, head of the H. R. Allen Lumber Company, left recently on a business trip in the South. He will make New Orleans his headquarters.

CINCINNATI

Joseph Lanihan of the Mobray & Robinson Company, who has just returned to Cincinnati from Europe and the British Isles after an extended visit in the interests of his firm, promises some information about the European market that will be of great interest to the trade.

Officials of the Anguera Lumber & Tie Company, St. Bernard, reports that the hoist, recently installed in their yards, has proven a success, not only from a standpoint of utility but from a financial standpoint also.

The M. B. Farrin Lumber Company, Winton place, is preparing for the expected boom in business, which they believe is due in the near future. Business is reported as slow at present. The recent addition to the main office is now being used.

L. P. Lewin, vice-president of the Lewin Lumber Company, and recently elected secretary of the Business Men's Club of Cincinnati, is fast becoming one of the most popular officers of the club that that organization has ever known. The club house of late is the meeting place for the majority of the members of the trade.

The Mowbray & Robinson Company has just completed an addition to its warehouse, the additional floor space being 40 by 60 feet.

Edward Anguera of the Anguera Lumber & Tie Company, Chicago, was a

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

FARRIS HARDWOOD LUMBER CO.

NASHVILLE, TENN.

Manufacturers of Southern Hardwoods

Our Specialties:

QUARTERED OAK, POPLAR AND WALNUT

MILLS AT NASHVILLE AND MONTEREY, TENNESSEE
SEND US YOUR INQUIRIES

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

Proctor
DRYERS

Dry enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

PROCTOR AND SCHWARTZ, INC.

Philadelphia, Pa.

visitor at the Cincinnati branch last week. He expressed the opinion that the bottom in prices had about been reached.

Under the system instituted at the Cincinnati Coffin Company employees are permitted to elect representatives, who form a house of representatives. Foremen and department heads form the senate. The plan has been in operation for six months, and, according to John Leitch of New York, who inaugurated the "industrial democracy," the scheme has created a better friendship between employer and employee and has eliminated labor difficulties.

J. C. West of the J. C. West Lumber Company has been in Chicago the last week.

INDIANAPOLIS

Yeggmen recently forced the safe in the office of the Seymour Cabinet Company, at Seymour, Ind., and escaped with securities valued at \$11,500 and \$100 in money and other valuable documents.

For the first time since the strike of furniture workers at the Shelbyville plants last May, disorder was reported Dec. 15. Pickets arrived in a mob at the factories previous to quitting time and some disorder occurred. No property damage resulted.

The Hauger Wheel Company of Terre Haute, has purchased a factory in Toledo, O., formerly used by the Consolidated Manufacturing Company of that place and will begin operations there.

A complaint based on an alleged conspiracy in the organization of the American Pine and Cypress Company, formed to cut timber in Florida, has been filed in Noblesville, Ind., just north of here, by Fernando C. Eller, a farmer of Hamilton county. He alleges he lost approximately \$25,000 in the transaction and some prominent men, formerly officials in banks, are named as the defendants.

Damage amounting to approximately \$15,000 to the plant and stock of the Shelbyville Desk Company was caused recently from spontaneous combustion. Most of the damage was done by water. The watchman did not properly understand the water system at the plant and when the sprinkler system automatically began to play on the small blaze which started, he did not know how to shut it off.

The home of A. Dale Houff, a prominent lumberman of Vigo county, was burglarized recently, money and clothing forming the most of the loot.

John S. Benham, of Benham, Ind., congressman from the Fourth Indiana Congressional District, and a lumberman of that place, was married recently to Miss Bertha C. Greeman, at Batesville, Ind.

Frank M. Talbot, president of the Indianapolis Basket Company, has

received word that four bonds, totalling \$1,300, which comprised part of the \$15,000 in bonds stolen from a safe in the office the first of last year, had been recovered in Cincinnati, O.

Building permits in Indianapolis showed increase of approximately half a million dollars in new construction during November 1920 over the same month the year previous.

A hearing of condemnation proceedings brought by the state board of conservation against the Hoosier Veneer Company, of this city, will be held shortly in Rockville, Ind. The suit is to recover land wanted for a state park.

A bill is being prepared by Charles Deam, state forester, to be presented to the next general assembly asking that forest tracts be exempt from taxation in order to stimulate the planting of new forest tracts in the state.

Recently the city board of health in Indianapolis completed a housing survey, in which it was discovered that the city is so overcrowded that public health is in danger.

The Batesville Lumber and Veneer Company, of Lawrenceburg, Ind., has increased its capital stock from \$150,000 to \$300,000.

C. E. Gorham, D. M. Gorham and M. C. Dow, all of Goshen, Ind., recently formed what is to be known as the Goshen Veneer Company, with a capital of \$35,000.

The Butler Basket Company, of Butler, Ind., recently filed a preliminary certificate of dissolution.

The Wabash Basket Company is planning to remodel a factory building in Marion, Ind., and establish its main plant and officers there, at a cost probably to exceed \$75,000. The reconstruction work is to be completed by Jan. 1, and 600 persons employed, according to the belief of officials of the concern. The company has several branches in the state. Work will be given to invalided world war veterans and crippled and infirm people.

Plans have been completed for the installation of a heating system, dust collecting equipment, electric wiring and other improvements to the plant of the Standard Woodworking Company, of Lafayette, Ind. Work will be started shortly.

Articles of incorporation have been filed by the Graham-Smith Lumber Company, of Bargersville, Ind., with a capital stock of \$20,000.

EVANSVILLE

Daniel Wertz and Gus Baurman of the Maley & Wertz Lumber Company have returned from a business trip to Memphis, Tenn. They report trade in the south rather sluggish at this time, the volume of business being about 20 percent normal.

Fire a few days ago destroyed the saw mill of Daniel Wertz & Company at Grammer, Ind. The fire originated in the filing room and the plant was completely destroyed. The loss is about \$15,000 and is partly covered by insurance. It is not known at this time if the plant will be rebuilt. Daniel Wertz of this city is the head of the company.

R. E. Clarke, formerly connected with the same company at Bridgeport, Ill., has been appointed manager of the Simpson Lumber Company at New Harmony, Ind., and has assumed his new duties. J. L. Meadows, who formerly was the manager of the company at New Harmony, has been transferred to Hume, Ill.

A permit for the erection of a sawmill and woodworking plant has been granted by the city council at Bedford, Ind., to the Minor Lumber & Woodworking Company, which has plants in a number of the cities in the northern part of the state. Work on the new mill will be started within a short time and the work will be pushed.

Claude Wertz, secretary and treasurer of the Maley & Wertz Lumber Company here, who also is secretary of the Evansville Press Club, an organization of newspaper men, played "Santa Claus" at a Press Club party given at the club on Christmas eve.

William Elles, head of the Evansville Desk Company, returned a few days ago from Chicago, where he spent several days on business.

George O. Worland, head of the Evansville Veneer Company, has returned from a business trip in the south.

Something like 3,000 employees, many of them living outside of Wabash, have been thrown out of employment through the closing of the Wabash Cabinet Company's plant and the plant of the Service Motor Truck Company at Wabash a few days ago. It is announced that plants will be closed down for an indefinite time.

The John C. Smith Hoe & Tool Company is diverting practically the entire output of its plant in this city to mine cars, and elaborate arrangements for handling cars have been made at the plant. The finished cars are run outside of the plant onto a truck, which leads to an incline on the platform. There a derrick provides an easy way of putting the cars into railroad flat cars. A few days ago a carload of finished cars was shipped from the plant. The company has built up a large trade on mine cars.

Literally a mountain of logs is stacked in the yards of the Maley & Wertz Lumber Company in this city. The logs were shipped here from points along Green river in western Kentucky, where a number of logging crews have been operating all summer and fall. A total of twenty-six cars were in the Green river shipment of logs. It is not expected the logging camps in the Green river will be very active during the next few

months, especially should bad weather set in, which, of course, would hinder the operations.

George H. Foote of the Evansville Band Mill Company has returned from a business trip to Vincennes, Ind.

BEAUMONT

It is predicted in some quarters that the hardwood men are going to be compelled to reduce the cost of production if they expect to do business at a profit in the future and this may bring about a reduction in wages. They claim that they have been carrying men on their pay rolls at \$4 a day who are not worth over \$2.50, \$2.75 at the outside, and this class is likely to receive the first realization that a new order of things has superseded wartime feverishness.

The Palmetto Lumber Company of Houston, Texas, has announced that it has opened up a hardwood department. The company has a hardwood mill located at Oakhurst, Texas, where it has been manufacturing yellow pine for the past 20 years. Their timber holdings consist mostly of white and red oak, ash and gum.

LOUISVILLE

W. P. Brown & Sons Lumber Company will cut out logs on hand at the Brasfield, Ark., plant about Jan. 1, and will close down there until spring probably. The Fayette, Ala., plant has about forty-five days of logs on hand, and will cut these out, and stop. The other plants are down for the winter. The company quit logging in November, as its stocks are in excellent shape.

In refuting statements of overstocks of hardwoods in the South one Louisville man calls attention to the fact that many mills have been down for weeks, and were not overstocked then. On the other hand at two of his large mills which have been running full, stocks today are only 85 per cent of normal, as against 75 per cent on Jan. 1, 1920, and Jan. 1, 1919, and 100 per cent on Jan. 1, 1918. Stocks today are not equal to those of January, 1918. Prices are about fifty per cent under the top or peak of last April, and are hardly expected to go lower, as stocks are not heavy enough to warrant it in view of present production.

A recent report of the Louisville Board of Trade showed 782 factories in Louisville, of which there were 65 woodworking plants, metal working plants being next with 62, and tobacco third with thirty. There were seventy printers and allied tradesmen, but they don't count really as industries.

George Wilcox, of the I. B. Wilcox Lumber Company, Louisville, which recently lost its mill at Burdette, Miss., is planning to buy or lease a mill in that district, and cut up the logs he now has on hand, railing them to the mill. This would save time over trying to move a mill or rebuild just now. Again it could later be moved on cheaper labor at lower costs. Only the boilers were left undamaged in the old mill.

The Mengel Company of Louisville, will further reduce woodwaste through installation of a new department which will manufacture wooden toys for children, especially boys. It is planned to make numerous wheeled toys. The company has offered prizes of \$5,000 to employees offering the best working model suggestions for future products, and several of them are now being tested out.

Recent announcement that the Louisville & Nashville Railroad would spend \$33,000,000 on cars, engines, and improvements, as made before the Louisville Transportation Club at a recent meeting, brought with it a good deal of optimism to Eastern Kentucky lumbermen who depend on the road for service. Lumbermen also expect that it will develop some hardwood and pine business in connection with the car building campaign, which is under way.

C. C. Mengel of the Mengel Company, in a recent statement said it was too early to forecast the business future with anything like certainty. He is inclined to the belief, however, that the worst of the readjustment period is over, or being experienced just now, and that a revival on a more substantial basis is not far distant.

Graham Brown of W. P. Brown & Sons Lumber Company, will leave within a few days for Bethlehem, Pa., for a Christmas visit to the home of his sister, Mrs. William Dugan.

Harry Roy of the W. R. Willett Lumber Company, Louisville, recently announced the arrival of a fine eight-pound daughter, which brought joy to five boys that had long been wanting a little sister. Miss Roy's full name is Mary Moore Roy.

J. L. Dawson of the Dawson Lumber Company, while a man who weighs things closely, and isn't given to taking wild chances, feels that present prices are about as low as they will be, and that business will pick up after the first of the year. He doesn't believe there has been an overproduction, and that prices will be higher by the middle of spring. Therefore, he is adding 300 feet of siding at his yard, and planning to start buying and stocking hardwoods, where they can be bought right from the little fellows who have cold feet. He is also planning to handle some of the Western woods through this yard, such as fir and redwood. With the milling-in-transit arrangements granted he believes that the yard will become a good proposition, especially as he has planning facilities. Heretofore he hasn't been using the yard to any extent.

A jury in Judge Field's Circuit Court, Louisville, upon finding that Harvey Frye, of Louisville, was not knowingly employed in March, 1918, in violation of the child labor law on the part of Gamble Brothers,

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS

Quartered White Oak

SPECIAL OFFERINGS

QUARTERED WHITE OAK		PLAIN RED OAK	
3 1/2" FAS, 6" & up wide	2 cars	3 1/2" FAS	1 car
4 1/2" FAS, 6" & up wide	2 cars	3 1/2" FAS	1 car
4 1/2" Clear Strips, 3 to 7 1/2" wide	2 cars	5 8" No. 1 Common	2 cars
4 1/2" Clear Sap Strips, 2 to 3" wide	1 car	4 1/2" No. 1 Common	3 cars
7 8" No. 1 Com, 1" & up	2 cars	5 4" No. 1 Common	2 cars
3 1/2" No. 1 Com, 1" & up	2 cars	4 1/2" No. 2 Common	4 cars
4 1/2" No. 1 Com, 1" & up	2 cars	POPLAR	
1 1/2" No. 1 Com, 1" & up	2 cars	5 8" Clear Sap	1 car
7 1/2" No. 1 Com, 1" & up	2 cars	4 1/2" No. 1 Common	1 car
6 1/2" No. 1 Com, 1" & up	1 car	4 1/2" No. 2-A Common	1 car
QUARTERED RED OAK		4 1/2" No. 2-B Common	1 car
1 1/2" FAS, 6" & up wide	2 cars	QUARTERED RED GUM	
3 1/2" FAS, 6" & up wide	2 cars	4 1/2" No. 1 Common	2 cars
6 1/2" FAS, 6" & up wide	1 car	PLAIN SAP GUM	
4 1/2" No. 1 Common	3 cars	4 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Common	1 car	QUARTERED RED GUM	
6 1/2" No. 1 Common	1 car	SAP NO DEFECT	
PLAIN WHITE OAK		5 1/2" No. 1 Com. & Btr	2 cars
5 8" No. 1 Common	1 car	8 1/2" No. 1 Com & Btr	1 car
4 1/2" No. 1 Common	2 cars		
5 1/2" No. 1 Common	2 cars		

High Grade Hardwoods

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.



The CHICAGO APPROVED PORTABLE Watchman's Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS

No. 9 Church Street, NEW YORK
1526 So. Wabash Ave., CHICAGO

hardwood manufacturers, refused a compensation award to the boy. It seems that the boy secured employment by stating that he would be seventeen years of age in October, when he was not sixteen. He was later injured in an accident, and endeavored to sue in open court.

Thomas Matthews & Son, Inc., successors to the old firm of Thomas Matthews & Son of Baltimore, Md., which has had an unbroken existence for about one hundred years, are about completing a planing mill and plant to turn out mill work at their place in Westport, and the machinery is being installed. The frame structure in which the equipment will be housed measures about 24,000 square feet and the capacity is to be 75,000 feet per day. The plant is being equipped to enable the corporation to take care of its customers' needs in the way of dressed stocks.

ST. LOUIS

With the hope of stimulating the building of homes, a bill is to be presented to the next session of the Missouri legislature for a Mortgage Tax Law.

A bill of this sort was presented to the last legislature, but was defeated by members from the farming communities. One of the reasons now advanced that the bill be passed is that insurance companies are raising the interest rate on farm loans. It is said that unless a law of this sort is speedily passed it will soon become almost impossible to attract funds for the building of city homes or the purchase of farm lands.

The Traffic Motor Truck Corporation, makers of traffic trucks, will begin to operate its extensive plant here Jan. 3, with a view to resuming full operations, according to a statement made by Guy Wilson, president of the company. The plant has been idle for four months, due to the general business depression of last fall and summer. The concern normally employed a large sales and office force and 1,200 men were engaged in the manufacture of the trucks. This is taken as a hopeful sign by hardwood men, as the automobile plants here are large consumers of hardwoods.

Otto F. Thomsen, 38 years old, vice-president of the Thomsen Planing Mill Company here, was instantly killed Monday, Dec. 20, when a Missouri Pacific passenger train struck a truck which he was driving at the De Tonty street crossing.

WISCONSIN

The Below Sawmill Company of Marinette has resumed the operation of its mill in order to cut up the present supply of logs. It will then close down for about thirty days to facilitate the installation of a new resaw and some other equipment. From the completion of these improvements the plant is expected to be operated continuously through the spring and summer months. The nucleus of the plant is the old Ludington sawmill. During the summer and fall a large improvement project has been under way to make this one of the largest lumber manufacturing plants in the North. A large power house is being completed and a new flooring mill, 72 by 200 feet, and a planing mill, 60 by 300 feet, will be finished early next spring. Fireproof dry kilns, 80 by 90 feet, are ready to receive stock.

The Eagle River Lumber Company at Eagle River is erecting an addition to its power plant and boiler house to accommodate the enlargement of the mill proper to a daily capacity of about 50,000 feet.

The W. J. Campbell Lumber Company, Limited, of Oshkosh, has amended its corporate articles to increase the authorized capitalization from 120,000 to \$200,000.

The Handle Specialties Company of Ripon, which formerly occupied part of the factory of the Ripon Toy Company, now out of business, expects to begin manufacturing on an extensive scale in its new factory by January 1. It took over the old Farmers' elevator at Ripon and reconstructed and equipped it for producing a wide variety of hardwood specialties, principally handles. Officers of the company are: President, L. J. Pynch; vice-president, F. A. Babcock; secretary and treasurer, E. J. Burnside.

The B. Heinemann Lumber Company of Wausau, one of the largest operators in the North, has increased its authorized capital stock from \$200,000 to \$1,500,000 to accommodate the growth of its business and production. At the same time the Heinemann Brothers Company of Wausau, an affiliated corporation, filed amendments to increase its capitalization from \$50,000 to \$125,000.

The Tomahawk Steel & Iron Works of Tomahawk, founder, machinist and manufacturer and repairer of logging and sawmill machinery and equipment, has reorganized its official personnel following the retirement of F. J. Callan, who is returning to his former home in Muskegon, Mich. William G. Bauman has taken charge of the plant as vice-president and general manager in his stead. William Drever continues as president and Lenore Larson as secretary of the corporation.

The annual report of the building inspector's department of the city of Milwaukee shows that new building construction in this city during 1920 aggregated in value \$15,061,436, compared with \$20,067,193 during 1919. The number of such permits issued this year was 4,555, against 4,534 last year. The total valuation of all permits issued, including new construction, electrical, heating, plastering, alterations, etc., was \$20,070,601 this year, compared with a grand total of \$23,365,797 in 1919. Dwelling construction showed a very large decline this year in comparison with 1919, permits

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr. . 40,000'
4/4 No. 2 Com. . 175,000'
5/4 1st & 2nds. . 50,000'
5/4 Selects . . . 65,000'
5/4 No. 1 Com. . 60,000'
5/4 No. 2 Com. . 200,000'
6/4 1st & 2nds. . 20,000'
6/4 Selects . . . 30,000'
6/4 No. 2 Com. . 50,000'
8/4 No. 1 C. & B. 35,000'

HARD MAPLE

4/4 No. 2 & Btr. . 40,000'
5/4 No. 1 & Btr. . 175,000'
5/4 No. 2 Com. . 40,000'
6/4 No. 1 Com. . 20,000'
6/4 No. 2 Com. . 175,000'
8/4 No. 2 C. & B. 150,000'
10/4 No. 2 & Btr. 60,000'

BASSWOOD

4/4 No. 1 & Btr. . 200,000'
4/4 No. 2 Com. . 200,000'

SOFT MAPLE

4/4 No. 2 & Btr. 75,000'
6/4 No. 2 & Btr. 11,000'

SOFT ELM

6/4 No. 2 & Btr. 90,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT
CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

having been issued for only 566 residences, bungalows and cottages and 145 duplex flats, not including 16 buildings combining stores and apartments.

The Rice Lake Hub & Spoke Works at Rice Lake is overhauling its factory and enlarging its power plant, including the construction of a larger smokestack and the installation of a new boiler and some other equipment. The concern expects to resume operations immediately after Jan. 1 on a much larger production schedule than heretofore.

The Miller Manufacturing Company of Marinette, which built a new sash, door and millwork factory during the past year in place of the plant which was destroyed by fire in 1918, is so crowded for capacity that it will begin work at once on a 60-foot addition. The factory is running at normal capacity and has contracts enough to keep up this schedule until early spring. It recently was awarded a \$50,000 contract for the millwork and trim on a new high school at Oconto, Wis., and numerous other church and school work is on the books.

The A. P. Christensen sawmill at Anacker, Columbia county, is being operated at capacity to fill orders for home-grown red and white oak stock, logged in the vicinity. The mill recently shipped two full carloads to the Randolph Wagons Works at Randolph for hubs, spokes and general vehicle material. At the present rate of production the oak timber supply in Columbia county and vicinity is adequate to keep the Christensen mill busy for a number of years forward.

The American Toy Company of Marinette has engaged Derrick Hubert, architect, Menominee, Mich., to prepare plans for a new factory to cost about \$40,000, including the additional equipment which will be required. Work probably will start early in the spring. M. Haslanger, president of the Marinette & Menominee Box & Lumber Company, is head of the toy enterprise.

Louis S. Schmidt, president of the Standard Manufacturing Company of Appleton, a large woodworking concern, died Dec. 13 after a brief illness from pneumonia. He also was heavily interested in the Combination Door Company of Fond du Lac and the Standard Body Company of Appleton.

News comes from the Upper Peninsula that the Consolidated Lumber Company, of which Leo C. Harmon is president, has closed its sawmill at Manistique, Mich., permanently. It will be sold as it stands or be dismantled. The reason for the action is that the mill is now far removed from the company's timberlands and the long haul of logs has caused operations to be conducted at a loss for some time past. The Consolidated is the oldest concern of its kind in Manistique, and one of the oldest lumber manufacturers in the Upper Peninsula, it having been established in the early days of the Civil War period.

The application of the Chicago, Milwaukee & St. Paul Railway Company for a revision of existing rates for hauling logs was the cause of a hearing held in the Federal building at Milwaukee recently, when representatives of lumber manufacturers in Wisconsin and Upper Michigan appeared before an examiner of the Interstate Commerce Commission. The new tariffs sought by the railroad, it was stated by the witnesses, would advance the cost of transporting logs from \$3 to \$3.50 per thousand feet above the recent general increase of 35 per cent in freight rates. The railroad in its petition asks abrogation of the present tariffs and substitution in their stead of rates based on weight. The present rates are computed according to the number of feet and distance carried. The lumber operators were represented at the hearing by F. M. Elkinton of Milwaukee. Companies operating in Green Bay, Marinette, Menasha, Kiel, Wis., and Menominee and Ontonagon, Mich., were represented. A report of the hearing will be forwarded to the Interstate Commerce Commission at Washington, which will take the petition under advisement and announce its decision later.

The Hardwood Market

CHICAGO

The hardwood market is experiencing the usual holiday season curtailment of activity in addition to the depression which already gripped it. Only the smallest amount of business has been transacted in the past week or two, though inquiries have been numerous from all sources of demand. This is taken to indicate, however, not the intention to buy, but merely the curiosity to determine the market price of hardwoods for inventory purposes. The market is not expected to reach its pivotal point until after the first of the year, when the consuming industries and dealers start on their new year schedules. In the meantime reports of further huge curtailment of production, in both northern and southern territories continue to pour in.

MEMPHIS

Further curtailment of hardwood lumber production has taken place during the past fortnight, and it is regarded as certain that, with other mills to close down before the end of the year, output during the first part of 1921 will be not more than 10 to 15 percent of normal. Some of the largest plants in the Memphis territory have gone out of commission

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Finely Figured Quartered Oak Soft Textured Plain Oak

also

Poplar	Gum
Hickory	Maple
Elm	Beech
Chestnut	Sycamore
Walnut	Cherry

Cottonwood Firm Textured White Ash

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky.

Campbellsville, Ky.

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock
OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

PALMER & PARKER COMPANY

TEAK MAHOGANY EBONY
ENGLISH OAK VENEERS DOMESTIC
CIRCASSIAN WALNUT HARDWOODS
103 Medford Street, Charlestown Dist.
BOSTON, MASS.

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy.....200,000'
No. 1 Com. Sound Wormy.....100,000'
QTD. WHITE OAK
6/4" No. 1 Com. & Btr..... 2 cars
QTD. RED GUM
8/4" No. 1 Com. & Btr., SND. 2 cars
SAP GUM
4/4" FAS200,000'
4/4" No. 1 Com.....300,000'

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

WE WANT TO BUY:

HICKORY
5/4" -6/4" No. 1 & Btr.....10 cars
PLAIN OAK
4/4" FAS100,000'
CHESTNUT
4/4" FAS 50,000'
SAP GUM
4/4" No. 2 Com.....100,000'
8/4" FAS10 cars
13/17" Boxboards 3 cars

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

*Manufacturers of the Time Tested
Wolverine Maple Flooring*

Want to move quick quantity of 13/16
and 1 1/16" factory grade. Can also
make prompt shipments of other
grades.

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'		
6/4" Log Run.....	100,000'	SAP GUM	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.
P. O. BOX 614, Office, 311 City Bank, MOBILE, ALABAMA

since Dec. 1, and it is conceded that production is on a smaller scale than was ever known at the end of any calendar year since hardwood manufacture in the southern field became so large. In the meantime logging operations are almost at a complete standstill. Very little along this line has been accomplished during the past ninety days, as curtailment of logging was the first step in the direction of cutting down production. It is not probable that more than modest progress will be made with logging during the first several months of 1921, and it is doubtful if much headway will be made before late spring or early summer, with the result that the outlook for manufacturing operations is very poor, even if the disposition develops to operate plants in this field.

There are considerable quantities of logs awaiting loading but they belong generally to firms which prepared them for the open market and which have been unable, in the condition of the industry, to find a market for them. J. W. Dickson, president of the Valley Log Loading Company, is authority for the statement that there are 7,000,000 feet of logs on the Yazoo & Mississippi Valley line of the Illinois Central ready for loading but he says they are not being loaded for the reason that there is no destination to which they can be shipped at the present time. He further says that there is practically no new timber coming out and, in confirmation of this statement, he points out that his firm has taken off all of its log loading equipment with the exception of one loading machine. This, he states, is being held for "emergency" uses rather than because there is anything special for it to do.

Col. A. H. Egan, general superintendent of the Yazoo & Mississippi Valley road, says there are approximately 8,000,000 feet of logs on that road and he is complaining to the Southern Hardwood Traffic Association because of the slow rate at which these logs are being handled. Indeed, he has advised the management of this organization that, if there is not more prompt loading of timber or greater use of the flat cars offering for that purpose, this equipment will be sent to other fields where it may be profitably used. The Frisco system is offering to send its equipment, in the way of flat cars, to any section in the valley territory where it can be employed with profit. The foregoing indicates to what extent the policy of curtailment on the part of lumber manufacturers has affected the carriers. Indeed, it is now quite clear that the "shoe" is on the other foot. The carriers failed to furnish all the equipment for which lumbermen were hollering so loud a few months ago, on the ground that they were unable to do so. Now they have the equipment and the lumbermen are very slightly interested therein for the reason that, with their mills generally closed down and with outbound shipments reduced to a minimum, they have little, if any tonnage, to offer.

In this connection, it is interesting to note that the average lumberman in Memphis and the valley territory is convinced that rates on lumber and forest products are entirely too high and that it is going to be necessary to take definite and vigorous action after the beginning of the new year in the direction of a revision downward of these rates, especially on low-grade lumber. It is announced elsewhere in this issue of HARDWOOD RECORD that the board of governors of the Southern Hardwood Traffic Association has already gone on record as declaring that "something must be done in connection with rates on low-grade lumber" and it may be noted that sentiment is rapidly crystallizing on the proposition that these rates are prohibitive for the reason that they will restrict outlets for such lumber to a point where there will not be the slightest profit for anybody with the exception of the carriers. It can be stated, with some degree of authority that there is likely to be an attack on the entire rate structure, as affecting hardwood lumber and forest products, in the near future, though, undoubtedly, the first contest will center on rates on low-grade stock. Shippers who have been sending low-grade lumber to Eastern Trunk Line territory during the period since the new rates have become effective have found that transportation charges are, in some instances from two to three times as much as the actual value of the cargo and they insist that there is not a commodity in the world which can stand such a transportation burden, particularly where it sells in a territory where there is keen competition from nearer-by sources.

The market is merely marking time, pending the passing of the Christmas holidays and the inventorying period that will come with the first of the year.

BUFFALO

The hardwood demand is dull and more so than is often the case around the holidays. The same quiet conditions apply to all kinds of lumber at present, so the hardwood dealers are not discouraged. They had a good trade during the first few months of the year and are hopeful that the depression in general business is not going to last for any great length of time. A little increase in trade is looked for after the first of the year, with a considerably better movement in the spring. Just now the buyers are determined to take on no stock at all and carload sales are scarce.

The price situation remains unsettled and a good deal of lumber is to be had. Sellers who need the money are making pretty low offers, but it is expected that before long this situation will be cleared up. The fact that buyers of lumber, as well as handlers and producers, are letting stocks run down, with a large number of sawmills closed, is considered a most favorable feature of the market. Salesmen have not been on the road to

any extent of late, since the demand to be stirred up by soliciting has not been large enough to warrant the effort and expense.

PITTSBURGH

The hardwood market is beginning to suffer badly from the falling off of automobile and furniture demand. Automobile buyers are practically out of the market, although now and then a stray order is placed. The furniture factories are shutting down and these concerns are not buying lumber this month. Reports from the implement concerns in the middle west indicate a similar condition. This makes the market for first-class hardwood very slow. About the only thing that is selling well in hardwood is mining stock, and trade in medium and low grade lumber for this purpose is very good. There is practically no retail trade. The inventory season is here and retailers are determined not to invest more money in lumber until they can realize on the high-priced stocks which they are now carrying.

BALTIMORE

Conditions in the hardwood trade are about as they have been of late, with the natural and inevitable quiet very much accentuated by the general situation, which appears to affect all kinds of business alike. The inquiry is greatly restricted, and potential buyers manifest the utmost caution about placing orders and adding to their assortments, not feeling certain that the quotations have touched their lowest level. It is always thus on a falling market, and this time, with the recessions far greater than is generally the case, the disinclination to enter into new commitments is all the greater. More or less variation is also to be noted in the figures quoted by the different manufacturers, even from the same section; but these differences have begun to show some narrowing tendency, and there appears to be some prospect that a firmer tone will develop after the holidays. Many of the mills are closed and others are preparing to shut down over the end of the year, with their output even now more or less below capacity. It is therefore an eminently reasonable supposition that the available supplies will be held down to decided moderate proportions. It may easily happen in these circumstances that an actual shortage develops with the first quickening in the demand, for the users of hardwoods have deferred making additions to their selections so long that they are now down about as low as they can well get, and a general replenishing will be necessary as soon as lumber consuming activities get well under way. At any rate, the mills are determined that when they do resume operations it will be on a basis giving some chance of making a profit, which has not been the case in numerous instances in the past. Along with the domestic trade the export business continues decidedly uneventful, with the foreign buyers holding back on the plea that prices are too high and that the requirements abroad are very small. Shippers are still advised to forward stocks only on firm orders and to avoid consignments as likely to expose the exporters to loss. Members of the trade here are rather more hopeful as to the future. They take the view that the range of prices has about touched bottom, and they see rather more than a possibility of the quotations working upward. Certainly, with the stocks as low as they are at this time it would not be difficult, in the case of a revival in the inquiry, to send up the range of values.

COLUMBUS

The hardwood trade in Columbus and central Ohio territory has been rather quiet during the past fortnight. Business both from manufacturers and retailers has been limited strictly to present needs as there has been no disposition to buy for the future. Due to unsettled business conditions and the approach of the semi-annual inventory period, the volume has been considerably reduced. The tone of the trade is not as good as formerly and the future is somewhat unsettled.

Retail stocks are generally low, judging from reports received from travelers who have penetrated every section of the state. But outside of a few orders to replace broken stocks in order to take care of current business, dealers are not in the market. Apparently they are waiting until after the first of the year and the completion of inventories before placing orders. All of the dealers are selling some stocks to consumers and their stocks are being reduced gradually to a very low point.

Manufacturers are loath to stock up for the future, believing that prices may be lower. Some buying is being done by box factories, which are using low grade poplar and basswood. Implement and vehicle concerns are not in the market to any extent and furniture factories will wait until after the January shows. Generally speaking manufacturing plants are playing a waiting game and will not buy until conditions change.

Inquiries from retailers are growing more numerous and this is one of the best features of the trade. Many of the inquiries are simply feelers to secure information, although some are developing into orders. Railroads are the best customers at the time, buying ties and timbers. Prices are generally weak all along the line and some declines have been made during the past few weeks.

CINCINNATI

Dullness continues the rule in the Cincinnati hardwood market. Buying is light and dealers are evidently awaiting with expectation the upturn that is said to be due, at least in this locality, the first of the year. Many

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

ASH
No. 2 & Btr. 5/4, aver. width & length, 9 mo. dry. 2 cars
No. 1 & Btr. 6/4, aver. width & length, 10 mo. dry 1 car

BASSWOOD
Sel. & B. 6/4, 5" & wider, aver. length, 11 mo. dry 2 cars

ROCK ELM
No. 2 & Btr. 4/4, aver. width & length, 9 mo. dry 2 cars
No. 1 & B. 10/4, 6" & wdr., 8' & lgr., 11 mo. dry 1 car

HARD MAPLE
No. 1 & Btr. 4/4, aver. width & length, 9 mo. dry. 10 cars
No. 1 & B. 10/4, 5" & wdr., 8' & lgr., 9 mo. dry. 10 cars

MAPLE
No. 1 & B. 8/4, 4" & wdr., aver. lgh., 9 mo. dry. 10 cars

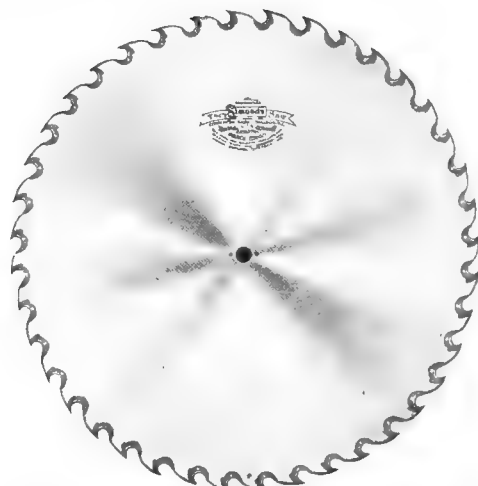
WAUSAU

Chas. Gill Lumber Co. WISCONSIN

Manufacturers of Southern Hardwoods

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI



SIMONDS Inserted Tooth SAWS

Stand Heavy Feed, Hold Their Tension
STAY Sharp.—Teeth Are Renewable

Write us about your cutting problems

SIMONDS MANUFACTURING Co.

"THE SAW MAKERS"

FITCHBURG, MASSACHUSETTS

MEMPHIS, TENN. CHICAGO, ILL. NEW ORLEANS, LA.

NASHVILLE HARDWOOD FLOORING CO.
 Manufacturers and Wholesalers
Hardwood Lumber and Hardwood Flooring
 E. BARTHOLOMEW, MANAGER
 3622 South Morgan St., **CHICAGO**

B I R C H
 We have very complete stocks of
 dry lumber in 4/4 to 16/4 thickness
DOMESTIC HARDWOODS, Inc. 33 West 42d Street
 NEW YORK

BASSWOOD		ELM	
Saps & No. 2 & Btr..4/4, 5/4	No. 3	.....4/4	
BEECH		HARD MAPLE	
No. 2 & B.....4/4, 8/4	No. 3.....4/4, 5/4, 8/4	No. 1 & Btr.....5/4, 6/4, 8/4, 10/4	
BIRCH		Qtd. Maple	.....5/4
No. 1 & Btr.....4/4, 5/4, 6/4, 8/4, 10/4, 12/4	No. 2 & Btr.....4/4		
		SOFT MAPLE	
		No. 2 & Btr.....4/4	

JACKSON & TINDLE
 INCORPORATED
 GRAND RAPIDS, MICHIGAN

We offer **COMPLETE STOCK**
WISCONSIN OAK

"TRY US"

MAPLE		BIRCH	
4/4" No. 1 Com. & Btr..5 cars	4/4" No. 1 Com. & Btr..3 cars	4/4" No. 2 Com. & Btr..5 cars	4/4" No. 2 Com. & Btr..3 cars
4/4" No. 2 Com. & Btr..4 cars	4/4" No. 2 Com. & Btr..3 cars	5/4" No. 1 Com. & Btr..3 cars	5/4" No. 1 Com. & Btr..3 cars
5/4" No. 2 Com. & Btr..6 cars	5/4" No. 2 Com. & Btr..3 cars	8/4" No. 1 Com. & Btr..2 cars	8/4" No. 1 Com. & Btr..2 cars
8/4" No. 2 Com. & Btr..4 cars	8/4" No. 2 Com. & Btr..1 car	12/4" No. 2 Com. & Btr..1 car	
10/4" No. 2 Com. & Btr..2 cars			
16/4" No. 2 Com. & Btr..1 car			

Brooks & Ross Lumber Co.
 SCHOFIELD, WISCONSIN
 (SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

of the larger plants are only running half time, or 65 percent of the time, at best. The recent agreement between builders and members of the various unions, by which more than 6,000 tradesmen returned to work, will help the trade, at least the dealer. The proposed plan of the Hamilton County League of Building Associations to finance all kinds of building, speculative excluded, in the spring is believed by the members of the trade to be the opening gun for renewed building activity. Dealers as a whole in Cincinnati are optimistic as to what the future holds, but it is to be noted that their optimism is of a sane kind. The railroads, according to dealers in ties, are out of the market and have been so for the last two months. It is a known fact that the railway stock on hand is low, and it is simply a matter of time until they are forced to buy. It is believed by the trade generally in Cincinnati that the bottom has been reached. When prices will get back to normal none will venture to predict, but it is believed by the first of April that the mills will be running full time. At present furniture factories are going slow, as are manufacturers of all forms of vehicles having bearing on the hardwood trade.

INDIANAPOLIS

Inactivity still marks the markets. Little change has been noted in prices, but generally speaking the market appears to be somewhat firmer than two weeks ago. There is every indication here that the woodworking industries will increase production shortly. These plants as yet are doing no buying, but shortly after production is increased, they are expected to have to go into the market for raw materials. Reports from various sources to the effect that the talking machine cabinet manufacturers and the furniture factories in this section had closed up shop are exaggerated. It is true that these plants are not producing in the volume of three or four months ago, but they have shown no indication yet of going out of business. In fact, some of the factory executives are much more optimistic now than during the summer months when they were wondering just how long the unhealthful demand was to continue. Some contend that their business now is on a better footing than it has been since the world war started.

Among the retail trade, there is some demand, though not sufficient to absorb the surplus supply left by factories which have curtailed their production. In spite of the general trend of the times, building is going ahead in Indianapolis. That this is true is shown by the fact that building permits show increased volume over those of the same period of last year and this is in spite of the fact that construction costs are somewhat lower than formerly. It is thought by retailers here that the volume of new construction during the winter months will be somewhat steadier than last winter, with bright prospects for the next year.

EVANSVILLE

There has been practically no improvement in the trade situation with the hardwood lumber manufacturers of Evansville and southwestern Indiana during the past three or four weeks, and in the opinion of the manufacturers there will be little change until several weeks after the beginning of the new year. There are some manufacturers who hold to the belief that there will be no real improvement in trade conditions until early next spring. They say at this time the situation does not appear very encouraging to them, but they assert that "behind the clouds the sun's still shining," and there must be a turn in the road somewhere. A good many of the hardwood plants in this section of the country have closed down, while on the other hand a number of the plants are still running and will continue to do so as long as they can get the logs. One large manufacturer here said it would be his policy to keep his mill running as long as possible. He said if every man would close his plant it would mean the stopping of the wheels of industry and the business depression then would be in earnest. Stocks are low everywhere, and this leads the manufacturers to believe that as soon as the demand for lumber picks up again and becomes something like normal that prices will again tend upward. It is estimated that the hardwood business of the tri-state section is now about 20 percent normal, as it has been for the past several weeks. Collections are reported to be very good by some of the manufacturers, while others say they are not as good as they were two or three weeks ago. Banks have been tightening up on their loans for some time past and money is hard to get only for legitimate business purposes. The fact that the large woodworking plants in this city have been in the market for little lumber for the past months makes the local demand for lumber slack. Building operations in Evansville and southern Indiana towns are rather slow and contractors and architects do not expect to see many projects started before early next spring, if then. All is uncertainty, as one contractor expressed it, and the average business man is retrenching all he can just at this time.

BEAUMONT

In spite of the near approach of the holidays, the railroads have been placing some orders for ties and timbers. Other wants of this class of trade, however, have been slim in the hardwood line.

In a general way, the volume of inquiries has been greater, indicating

that there is a wide shortage to be filled when the buyers get down to business again. Shipments going forward at the present time are in small lots, about two cars being the limit with a greater part of the orders covering only one car. Most of the stuff being shipped at the present time is high grade items and thick stuff, of which there is very little in this section.

So far as the local Texas market is concerned, factories are doing very little, some of them being shut down. As cotton is the principal agricultural crop in Texas, anything that affects the price is almost immediately reflected in the sales of the furniture, piano and implement and vehicle men. The recent slump has been the greatest in the history of the industry, particularly when cost of production is taken into consideration, and the outlook for a demand of articles in which hardwood is concerned, is very slim.

There are considerably more than half of the mills in this district closed down and just when they will resume operations is problematical. Some of the mills are now tightening up on what little stocks they have and are not inclined to start up the mills again until there is a prospect of better prices and a reasonable assurance that they will have a steady run.

LOUISVILLE

High grades are backing low grades off the boards in sales just now, such demand as there is being almost entirely for the better grades. Jobbers and producers report that demand is for firsts and seconds and common or better largely, and that red gum, quartered red gum, plain oak and poplar are among the best sellers. Walnut is showing up a little better than it was. Inquiries are not developing so much business just now, it being explained that many inquiries are merely to get a line on prices, or for the purpose of checking up on inventories, and not a real demand for lumber. It is predicted that buying will continue dull until about February 1, when it is expected to come much better, especially if the furniture sales are successful. Glued-up stocks are especially slow just now and veneers are not showing much activity. It is reported that some of the hardwood houses are shipping fifty to sixty per cent of normal footage, largely on old orders, however.

ST. LOUIS

There has been very little change in the hardwood market here during the last two weeks. Things are still very dull, but the trade is looking for better business shortly after the first of the year. The railroads are buying quite a little car material, and with the opening up of some of the big automobile plants here, which have been shut down for several months, it is expected there will be a revival in the sale of hardwoods.

Furniture men here will attempt to stimulate their business by putting new style furniture on the market at reduced prices after the first of the year. This, no doubt, will also stimulate the hardwood market locally.

Building, as usual at this time of the year, is very quiet, but indications are for a big boom in business during the spring. Efforts are being put forth to influence the legislature of Missouri to place mortgages on a taxation plane, which will attract money to the building of city homes. In the meantime the market is merely rocking along, with everyone sitting tight and hoping for better times.

MILWAUKEE

As might be expected during a period when industries are running at very low capacity, if at all, because of the holidays, and in preparation for the annual inventory taking, the demand for hardwoods is at a low ebb. Stagnation in business has been brought about by the immediate conditions, and for the coming week to ten days little trade activity is looked for by manufacturers and wholesalers. There is a firm conviction apparent, however, that after the middle of January a healthy demand for lumber and stock will come. Buying has been of such a small volume in the last two to three months that it seems certain that stocks in second and third hands are near the point of exhaustion and require replenishment without much delay. The needs which will come before the manufacturers probably will be small for the time being, but the impression prevails that business is going forward with momentum when the new year is fairly under way.

Logging operations in the hardwood timber regions of the North are proceeding against unusual obstacles, principally the lack of snow and extreme cold temperatures. While the input this winter is likely to show a material decline from the operations of last winter, nevertheless a majority of concerns are actively engaged in woods work, but they are hampered by unusual climatic conditions. Although operations show a general reduction, the labor situation is not favorable, there being hardly enough men available to carry on woods work at the reduced schedules. The men decline to accept woods jobs at the recent reduction of 10 to 25 percent from the wage scale of the last eighteen months to two years, and when they do accept are wont to drift about from camp to camp, finally going back to the centers of population.

On the whole, the hardwood lumber situation is not wholly unsatisfactory, and the prospects are growing more and more encouraging, in the opinion of representative operators.

Receivers' Sale of stock of Kittinger Lumber Yard at Winamac, Indiana January 4th, 1921

W. S. HUDDLESTON, Receiver

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown

No. 1 & Btr. 5/4.....8 mos. dry
No. 2 & Btr. 6/4.....8 mos. dry

BIRCH

No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)
No. 1 & Btr. 5/4, 8 mos. dry.....1 car
No. 1 & Btr. 6/4, 8 mos. dry.....1 car
No. 1 & Btr. 8/4, 8 mos. dry.....1 car
No. 1 & Btr. 10/4, 7 mos. dry.....2 cars

BASSWOOD

No. 1 & Btr. 6/4, 10 mos. dry.....2 cars

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....70c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED POSITION

As general manager of large mill hardwood or pine with chance to invest \$5,000 to \$10,000, by an experienced operator recently cut out. Thorough in all branches of operating including sales and accountancy. Address Box 729, care Hardwood Record.

EMPLOYEES WANTED

SALESMAN WANTED

Want to employ first class lumber salesman with experience. Address Box 732, care HARDWOOD RECORD.

WANTED

A high grade man with practical experience to handle an up-to-date veneer plant, also logging and lumber operations. Advise fully by letter regarding age, experience, references, etc. Address Box 723, care HARDWOOD RECORD.

SALESMAN WANTED

To represent us in Jamestown and nearby territory and Canada, with one of the strongest lines of mahogany lumber and veneers, also walnut veneers. Good opportunity for the right man with proper experience and trade. Address Box 724, care HARDWOOD RECORD.

WANTED FOREMAN FOR WOODWORKING PLANT

Must understand kiln operation and gluing of dimension. Permanent position, full time. A good future for an experienced man. Experienced furniture man desired. Address Box 727, care HARDWOOD RECORD.

LUMBER WANTED

ELM WANTED

We can use during January and February at attractive prices a number of carloads of elm lumber, green or dry, 1" and up in thickness, any width, any length. Prefer 10' and 12' lengths. Describe fully stock you have to offer and best cash price delivered Cuyahoga Falls, Ohio.

THE STEELE-ALDERFER COMPANY,
Edwin W. Brouse, Receiver,
Cuyahoga Falls, Ohio.

WHITE ASH

Wanted—Tough White Ash, either in the log, lumber or dimension.

S. N. BROWN & CO., Dayton, O.

WANTED

3 cars 5/4" No. 1 Common & Better Cherry. Quote f. o. b. loading point, stating average widths and percentages of FAS. Address Box 730, care HARDWOOD RECORD.

WE WANT TO BUY FOR CASH

1/2" to 8/4x10" and wider FAS Qtd. White Oak
4/4x12 and wider FAS Plain White Oak
4/4x 6 and wider FAS Plain White Oak
4/4x 3" and wider No. 1 Com. Plain White Oak
4/4 and 5/4x18" to 23" Panel and No. 1 Poplar
Carload lots each thickness and kind.
Send us your stock and price list.
McLEAN MAHOGANY & CEDAR CO.,
Buffalo, N. Y.

LUMBER FOR SALE

HARD MAPLE FOR SALE

Ten cars 10/4 No. 1 Common and Better hard maple. CHAS. GILL LUMBER CO., Wausau, Wis.

WILL CUT TO ORDER

Red and white oak car stock, bridge timbers and switch ties.
FRANK SPANGLER & CO., Kosciusko, Miss.

FOR SALE

10,000' 4/4 and 5/4 log run gum on grade; 30,000' wide tupelo box; 60,000' narrow tupelo box; 70,000' one inch log run white oak; 70,000' one inch log run poplar.

FRANK SPANGLER & CO., Kosciusko, Miss.

WANTED TO EXCHANGE

Standard grades and thicknesses, plain and quartered oak for No. 1 Common and Better sap gum, 4/4, 6/4, 8/4 and 10/4". STICKLEY BROS. CO., Grand Rapids, Mich.

FOR SALE—2 CARS 4/4 TWO & BETTER OAK boards, green.

2 Cars 4/4 two and better gum boards, green. Good widths and thickness; well manufactured stock.

WARREN-GODWIN LUMBER CO.,
Jackson, Miss.

WE WANT BUSINESS

For white and red oak bridge plank, switch ties, car stock, heavy timbers and wagon stock. We have eleven mills that can handle your business promptly. KELLEY LUMBER CO., Wilmet, Ark.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

2 cars 6/4 log run sycamore.
2 cars 1 3/16" beech No. 1 & Better.
1 car log run gum.
2 cars 6x8-10 beech draft timbers.
2 cars 7x9 red oak switch ties.
All bone dry stock.
We solicit orders for small mixed wood timbers. A. R. VAN SICKLE & SON, Tamms, Ill.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Second growth white ash logs 10" and up. Cash f. o. b. loading point.
CAL BALMER, Bluffton, Ohio.

WANTED

For immediate shipment, one carload clear No. 1 yellow poplar logs 14" and up. Make price delivered here. WARREN ROSS LUMBER CO., Jamestown, N. Y.

WAGON STOCK WANTED

DIMENSIONS WANTED

WAGON STOCK—10,000 Wagon Tongues, 2 1/4x4x4x4 12 ft of oak or ash. 20,000 axles 3 1/2x4 1/2 to 4 1/2x5 1/2 6 ft. of hickory. 25,000 Bolsters 3 1/2x4 1/2, 3 3/4x4 3/4 oak, 3 3/4x3 1/4 all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 5/8" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

TIMBER LANDS FOR SALE

TIMBERLAND FOR SALE

7,000 acres located Sevier County, Tennessee.
Spruce 56,230,000 feet
Hemlock 35,660,000 feet
Birch 1,200,000 feet
Buckeye 1,600,000 feet
Basswood 5,125,000 feet
Poplar 9,800,000 feet
Cherry 1,100,000 feet
Chestnut 23,250,000 feet
Mountain Oak 1,740,000 feet
Maple and Beech 1,425,000 feet

138,120,000 feet

Four miles R. R., title perfect, price, \$3.50 per thousand ft. in fee. Terms. For information write J. L. MARTIN, Asheville, N. C. Reference, Central Bank & Trust Co., Asheville, N. C.

TIMBER FOR SALE**FOR SALE**

1,500 acres 3,000,000 feet mixed hardwood and pine timber, \$6,000, in Marion Co., Fla. Must sell. H. G. HESS, 420 N. Jackson St., Casper, Wyo.

FOR QUICK SALE

40 million ft. good southern hardwood timber, in fee or timber only. Two good new mills, one ready to start, and other just starting. One million ft. good logs on yard. Other interest requiring attention. Address Box 719, care HARDWOOD RECORD.

TIMBER FOR SALE

One hundred and twenty-five million feet hardwood in Georgia, fifty miles Savannah. Fifty million feet, Burke County, Georgia, good percentage very large poplar. One hundred and thirty-five million hardwood, pine and cypress, Barnwell County, S. C. Large original timber. Trade direct with owners if desired. J. W. BARNES, Savannah, Ga.

VENEERS WANTED**WANTED VENEERS**

Exporting concern specializing in lumber products wishes connection with concern manufacturing general line of veneers. Correspondence solicited only with those interested in building up a permanent foreign outlet and prepared to offer support necessary to develop it. Address Box 728, care HARDWOOD RECORD.

LOGGING EQUIPMENT for SALE**FOR SALE**

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

10,000 PAIR NEW ANGLE BARS AND

Splice bars for all section rails.
10 miles 56- and 60-lb. tee rails.
10 miles 40-lb. tee rails.
5 miles 16- and 20-lb. tee rails.
36 No. 42 Type Kilby 40,000 capacity logging cars; also flat cars.
Locomotives—All types, gauges and sizes.
500,000 feet assorted size wrought-iron and cast-iron water and steam pipe.
Skidders—Log Loaders—Hoisting Engines—Wire Cable and Blocks.
Electric Motors and Generators, all sizes and types.
Sawmill Machinery and Supplies of every kind and character.
200,000-lb. 7/16 B. B. Coil Chains, suitable for logging purposes.
Round and Cylindrical Tanks for storage and other purposes.
2,000 tons new bar iron, round, squares and flats.
Pulleys—Hangers—Shafting—General line of transmission machinery.
Inquiries solicited; everything in stock ready for prompt shipment.

A. MARX & SONS, 643 Tchoupitoulas Street,
New Orleans, La.

FOR SALE

Owensboro 8-wheel log wagons, also jolt and farm wagons. Southern agent for Stoughton solid steel axle farm wagons. Write for prices, state size, width of tire. SCHEIBLER & CO., 130 N. Front St., Memphis, Tenn.

MACHINERY FOR SALE**FOR SALE**

2 80 H. P. BOLLERS
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"
FISCHER LUMBER CO. Kewanee, Mo.

BAND SAWS FOR SALE

36" Hall & Brown.
36" West Side Iron Works.
2—30" Fay & Egan No. 155, practically new.
26" Defiance.
All for immediate shipment, guaranteed good as new, complete. NOBLE MACHINE COMPANY, Fort Wayne, Ind.

FOR SALE

- 3—new A1 20th Century saw mills 2 15/16 mandrel, 16' carriage, 3 blocks set out work, double acting set work, rope feed Heacock belt drive.
- 2—new Vance 3 saw edgers, 14" solid saws.
- 1—6 1/4"x8" D. C.-D. F. D. hoist with boiler reversible engines.
- 1—7"x10" Lambert D. C.-S. F. D. skeleton hoist.
- 1—7"x10" Mead Morrison D. C.-D. F. D. skeleton hoist.
- 1—12"x14" D. C.-S. F. D. skeleton hoist.
- 1—10"x12" Lidgerwood cableway outfit complete.
- 1—54"x16' H. R. T. boiler lap seam, double riveted.
- 2—60 x16' H. R. T. boilers, butt joint triple riveted.
- 2—66"x16' H. R. T. boilers, lap seam double riveted.
- 2—72"x16' H. R. T. boilers, lap seam double riveted.
- 1—72"x18' H. R. T. boiler, lap seam triple riveted.
- 1—35 H. P. locomotive type boiler on wheels.
- 1—8"x10" Erie City center crank throttling governor engine.
- 1—10"x12" Erie City center crank throttling governor engine.
- 1—10"x16" Adam side crank throttling engine.
- 1—16"x20" H. S. & G. side crank throttling engine.
- 1—16"x22" Atlas side crank throttling engine.
- 1—16"x20" Valley Iron Works throttling engine.
- 2—18"x24" Atlas side crank throttling engine.
- 1—24"x48" Hardie Types heavy duty Corliss.
- 1—28"x48" Philadelphia Corliss engine.
- 1—400 H. P. Rust water tube boiler complete.
- 3—300 H. P. Heine water tube boilers.
- 2—350 H. P. Henry Vogt water tube boilers.
- 2—10"x14" Baldwin standard gauge dinkey locomotives.
- 2—9"x14" Davenport 36" gauge saddle tank locomotives.
- 1—8"x15" American 4 sided planer and matcher.
- 1—12,000 gallon steel tank on 40' steel tower.
- 1—42" Fay Egan self feed rip saw.
- 1—Rowley & Hermance self feed circular rip saw.
- 1—9' Stearns complete band saw mill outfit.

CHAS. T. LEHMAN, BIRMINGHAM, ALA.

FOR SALE

Linderman 4-ft. machine. For particulars address McKEE REFRIGERATOR COMPANY, 119 Lorimer St., Brooklyn, N. Y.

SECOND HAND PIPE FOR SALE

All sizes from 1" to 10", No. 1 condition. Immediate shipment from stock. Write Dept. B. for prices. MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Five ton Holt tractor in good condition, together with eight tractor wagons, all practically new, a bargain.
WARREN CLEVELAND LUMBER CO.,
Oakwood, Tex.

TIRES FOR SALE**REJECT TIES FOR SALE**

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

FOREIGN DEPARTMENT**J. F. Mueller & Son Co.**

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmuehler, Hamburg

WOOD BROKERS & AGENTS

VENEERS FOR SALE**OHIO VENEER COMPANY**

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

LUMBER WANTED**WE WANT TO BUY**

Chestnut, Plain Oak, Red and Sap Gum in the grades of 1s and 2s and No. 1 Common, mostly 4/4.

Quote prices New York

BOYD-SINCLAIRE LUMBER CO
30 Church Street NEW YORK

We Want to Buy for Cash**HARDWOODS**

— AND —

WHITE PINE**BUTZ LUMBER CO.**

I. O. O. F. Building WILMINGTON, DEL.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

TOO LATE TO CLASSIFY

LUMBER WANTED

Several cars No. 2 Com. 1x4" Pine, cypress, poplar or gum. Can use 9", 15", 17", 48" lengths and longer. To be S2S to 7/8" or 13/16". Quote lowest delivered price. SOUTHERN MISSOURI HANDLE CO., Cape Girardeau, Mo.

HARDWOOD SALESMEN

Live, energetic and experienced for sales desk of southern manufacturer, producing 70,000 feet daily. Must be sufficiently practical to properly instruct mill what, when and how to cut to insure maintaining a properly diversified stock. Give full details as to experience, references and remuneration in first letter. Address Box 725, care HARDWOOD RECORD.

FOR SALE

15 M Capacity sawmill complete in A-1 condition. One 5 1/2 x 8 two drum American hoisting engine. One Foreman Patent Ford logging truck. TOWNSEND & BISHOP, Lanes, S. C.

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Loose Leaf Tally Books

TALLY SHEETS With WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

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ASH

NO. 2 C. AND BTR., white, 4/4-16/4", good wtds. and lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

LOG RUN, white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", 35% 14-16", 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 2, NO. 3 C., 4/4-8/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., white, tough, 4/4-16/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 10/4". GAYOSO LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 3 & BTR., 4/4-8/4", good wtds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wtds. & lgths., 6 mos. & over dry; NO. 1 C. & BTR., 10/4", reg. wtds. & lgths., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4", reg. wtds. & lgths., tough texture. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", avg. wtds. & lgths., all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS. & NO. 1 C., 4/4-16/4", reg. wtds. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

SEL. & BTR., 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 2 C., 4/4, 6/4, 8/4, 10/4"; SEL. & BTR., 8/4, 10/4, 12/4, 10" & up; NO. 1 C. & BTR., 8/4, 10/4, 12/4, 16/4"; SEL. & BTR., sd. wormy, 4/4-12/4".

THOMPSON-KATZ LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wtds. & lgths.; LOG RUN, 8/4-10/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds. & lgths., 5 to 6 mos. dry; NO. 1 C., 4/4-12/4", reg. wtds. & lgths., 5 to 6 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 5-6 mos. dry.

JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., brown, 4/4", thoroughly dry, Northern Ontonagon Co., Mich., full product log inch. C. H. WORCESTER CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry, good texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS., qtd., white, 4/4", good wtds. & lgths., 4 mos. dry, fine soft tex. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", reg. wtds. & lgths., 10 mos. dry. BUFFALO HDWD. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths., 6-10 mos. dry, full log run; NO. 1 C. & BTR., 4/4, 5/4", reg. wtds. & lgths., yr. dry, end-dried, white. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C., 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 10" & wdr. avg. lgth., 10 mos. dry; NO. 1 C. & BTR., 4/4", avg. wtds. & lgths., 10 mos. dry; NO. 2 C. & BTR., 5/4, avg. wtds. & lgths., 10 mos. dry; SEL. & BTR., 6/4, 6" & wdr. avg. lgth., 10 mos. dry. CHAS. GILL LUMBER CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4, 5/4, dry. JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS., 4/4", & NO. 1 C., 4/4", av. wtds. & lgths., all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4", thoroughly dry, full product log inch. C. H. WORCESTER CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wtds. & lgths., 4 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BEECH

NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4", reg. wtds. & lgths., 6-9 mos. dry, full upper product; NO. 3 C., 5/8, 4/4, 5/4, 6/4", reg. wtds. & lgths., 6-12 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4", good wtds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4-8/4", reg. wtds. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

LOG RUN, 6/4, 8/4", reg. wtds. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wtds. & lgths., 4 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgth., 6 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", avg. wtds. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", dry; NO. 3 C., 4/4, 5/4", dry. JACKSON & TINDLE, Grand Rapids, Mich.

SEL. & NO. 1 C., 4/4", avg. wtds. & lgths., all dry; NO. 1 C. & BTR., 8/4", avg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 8/4", thoroughly dry, piled grades separately. C. H. WORCESTER CO., Chicago, Ill.

NO. 2 C., 4/4", reg. wtds., std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-8/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

LOG RUN, 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.

CEDAR

LOG RUN, 4/4", Tenn. red, good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.

CHERRY

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4-8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

NO. 1 C. & BTR., 5/4-16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 SD. WORMY, 4/4", reg. wtds. & lgths., 6 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

LOG RUN, 4/4", reg. wtds. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-8/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SD. WORMY, 66 2/3% SD. & BTR., 4/4, 8/4", high avg. wtds. & lgths., 4 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

COTTONWOOD

NO. 1 C. & BTR., 4/4", reg. wtds. & lgths., 4 mos. dry. BARR-HOLADAY LUMBER COMPANY, Greenfield, O.

NO. 1 C., 4/4", reg. wtds., 50%, 14 & 16", 4 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C., 4/4", 13" & up. 9"-12"; FAS., NO. 1 C., NO. 2 C., all 4/4"; DOG BOARDS, 8/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEORGE C. BROWN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". GAYOSO LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4. KRAETZER-CURED LBR. CO., Greenwood, Miss.
 NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
 FAS., NO. 1 C., both 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.
 FAS., 4/4", 13" & up. 6-12", reg. lgths.; NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths.; NO. 3 C., 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 SHOP, NO. 1 & 2 C., CULL & PECK, all 4/4", reg. wdths., 50%, 14 & 16", 3 mos. dry; NO. 1 SHOP, 6/4, 8/4", reg. wdths., 50%, 14-16", 3 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4". L. D. LEACH & CO., Chicago, Ill.

COM. & BTR., 5/4-6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C., 10/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.

FAS., 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

SEL. NO. 1 SHOP, NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4", 6, 8, 10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10, 12, reg. lgth. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 6/4", reg. wdths. & lgths., 4 mos. dry; NO. 2 C. & BTR., 8/4, 12/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 5/4-12/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, NO. 2 & 3 C., both 4/4", reg. wdths., 40%, 14 & 16", 4 mos. dry; LOG RUN, 6/4, 10/4, 12/4", reg. wdths., 40%, 14 & 16", 4 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., NO. 2 C., NO. 3 C., all 6/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

LOG RUN, 5/4, 6/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 8/4, 12/4, 16/4", reg. wdth. & lgth., 3-6 mos. dry, 30-85% FAS. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4-8/4", reg. wdths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

2—HARDWOOD SMALL ADS WICK

NO. 3 C., 4/4", 6/4", dry. JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 12/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 12/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", reg. wdths. 40%, 14 & 16", 6 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

LOG RUN, 8/4", ran. wdth. & lgth., dry. C. B. COLBORN, Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", avg. wdths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

GUM—PLAIN RED

NO. 2 C. & BTR., 5/8-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & SEL., 4/4". LAMB-FISH LBR. CO., Charleston, Miss.

NO. 2 & BTR., 4/4", good. wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". L. D. LEACH & CO., Chicago, Ill.

NO. 1 C., 1/2", 3-12". LIVERPOOL HDWD. CO., New York City, N. Y.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. SND., 4/4, 6/4, 8/4, 10/4"; NO. 1 C. & BTR., 6/4, 8/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry; FAS. 5/4, 8/4", reg. wdths. & lgths., 3 mos. dry; NO. 1 C., 8/4", reg. wdths. & lgths., 4 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

COM. & BTR., 8/4"; COM. & BTR. SND., 8/4". GAYOSO LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS., NO. 1 C., both 5/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths.; NO. 1 C. & BTR. SND., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS., NO. 1 C. SND., both 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

GUM—SAP

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 3 C. & BTR., pl., 5/8-8/4"; NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

FAS., NO. 1 C., NO. 2 C., all 4/4"; FAS., NO. 1 C., both 5/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd. 8/4", ran. wdths. & lgths., dry. C. B. COLBORN, Memphis, Tenn.

FAS., NO. 1 C. qtd., both 8/4", reg. wdths. & lgths., 4 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C.; NO. 2 C., both 4/4". L. D. LEACH & CO., Chicago, Ill.

NO. 2 & BTR., 4/4-6/4", good wdths. & lgths., 4 mos. dry; DOG BIDS., 6/4, 8/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS., pl. 5/8", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C., NO. 2 C., pl., both 4/4", reg. wdths. & lgths., 6 mos. & over dry; FAS., NO. 1 C., qtd., both 4/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., Memphis, Tenn.

NO. 2 C. & BTR., pl., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1 C., NO. 2 C., both 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

FAS., NO. 1 C., NO. 2 C., all 6/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. black, 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, O.

LOG RUN, black, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., qtd. black, 4/4", reg. wdths., 60%, 14-16", 8 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, black, 4/4", reg. wdths. & lgths., 5 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.

NO. 2 C. & BTR., pl. & qtd., R. & SAP, 4/4, 5/4, 6/4, 8/4"; NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., tupelo, 4/4". GAYOSO LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd. black, 4/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 & BTR., black, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., tupelo, 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", reg. wdths. & lgths., 4 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HACKBERRY

LOG RUN, 4/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, 8/4", reg. wdths. 50%, 14 & 16", 8 mos. dry; NO. 3 C., 12/4", reg. wdths. 40%, 14 & 16", 8 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, pecan, 8/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

LOG RUN, pecan, 6/4". GEORGE C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

PITMANS, 1 1/2 x 2-38". C. B. COLBORN, Memphis, Tenn.

NO. 2 & BTR., 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.

LOG RUN, 7/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 & BTR., 6/4-10/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

LOG RUN, 8/4". L. H. SHAFFER & CO., Knoxville, Tenn.

NO. 1 & 2 C., 4/4, 6/4, 8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

LOCUST

LOG RUN., 4/4", reg. wdths. 40%, 14-16", 6 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL grades, all thicknesses, reg. wdth. & lgth., 3-10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., 6/4-12/4", yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 1 & BTR., 16/4", avg. wdths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", dry; NO. 3 C., 4/4, 5/4, 8/4, dry; NO. 1 C. & BTR., qtd. sawed, 5/4, 6/4, 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

SEL. & BTR., NO. 3 C., both 4/4", avg. wdth. & lgth., dry; NO. 1 C. & BTR., NO. 3 C., both 8/4", avg. wdth. & lgth., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 10/4", good wdths. & lgths., dry. C. H. WORCESTER CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 10/4", about 90% hard, 10% soft, good wdths. & lgths., 4 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

MAPLE—SOFT

LOG RUN, 4/4, 8/4, 10/4". GEORGE C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", dry. JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE & CO., St. Louis, Mo.

LOG RUN, 4/4, 8/4, 10/4". L. D. LEACH & CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", avg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
LOG RUN, 6/4, 12/4", kiln dried. TUSTIN HDWD. LBR. CO., Memphis, Tenn.
LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
NO. 2 C. & BTR., 4/4", thoroughly dry. No. Michigan stock, cut full product of log inch. C. H. WORCESTER CO., Chicago, Ill.

OAK—PLAIN RED

FAS, NO. 1 C., both 3/4"; NO. 1 C., NO. 2 C., both 4/4". MARK H. BROWN LBR. CO., Memphis, Tenn.
FAS, 12/4", yr. dry; NO. 1 C., 4/4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 1 C., NO. 3 C., both 4/4". GAYOSO LBR. CO., Memphis, Tenn.
LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
FAS, 5/8", 12" & up; FAS, 4/4", 6" & up; NO. 1 C., 5/8", 4" & up; NO. 1 C. & BTR., 5/8". LIVERPOOL HDWD. CO., New York City, N. Y.
ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.
NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
FAS, NO. 1 C. & NO. 2 C., both 4/4 and 5/4", 60%, 14 & 16', 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, NO. 1 C., both 5/8", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C., FAS, both 3/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C., 5/8-16/4". J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C., NO. 2 C., both 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.
FAS, 6/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
FAS, NO. 1 C., 4/4"; NO. 1 C. & BTR., 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, NO. 1 C., both 4/4". MARK H. BROWN LUMBER CO., Memphis, Tenn.
LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 1 C., 4/4", 4" & up. LIVERPOOL HDWD. CO., New York City, N. Y.
ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.
NO. 1 & 2 C., 4/4", 60%, 14 & 16', 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, 5/8, 3/4", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C., 3/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
ALL grades, 4/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
FAS & NO. 1 C., 3/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.
FAS, NO. 1 C., both 4/4". TUSTIN HDWD. LBR. CO., Memphis, Tenn.
FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN WHITE

FAS, NO. 1 C., NO. 2 C., all 3/4". MARK H. BROWN LBR. CO., Memphis, Tenn.
FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 & 2 C., 4/4, 7 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.
FAS, 8/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.
NO. 1 C., 4/4". GAYOSO LBR. CO., Memphis, Tenn.
LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 1 C., 3/8-1/2"; FAS, 5/8", 6" & up; NO. 1 C., 5/8", 4" & up; FAS, NO. 1 C., both 4/4". LIVERPOOL HARDWOOD CO., New York City, N. Y.
NO. 1 C., 4/4". MEMPHIS BAND MILL, Memphis, Tenn.
ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.
FAS, NO. 1 & NO. 2 C., both 4/4", 60%, 14 & 16', 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C., 5/8-8/4". J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C., NO. 2 C., both 4/4". WOOD MOSAIC CO., Louisville, Ky.
NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.
FAS, NO. 1 C., NO. 2 C., all 4/4". MARK H. BROWN LBR. CO., Memphis, Tenn.
FAS, 4/4", reg. wdths. & lgths., 4 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., 3 mos. dry. FRANK A. CONKLING CO., Memphis, Tenn.
LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
FAS, 4/4", 6" & up; NO. 1 C., 3/8, 1/2, 5/8", 3"-9"; NO. 1 C., 4/4", 4" & up. LIVERPOOL HDWD. CO., New York City, N. Y.
ALL grades 4/4 & thicker. MALEY & WERTZ, Evansville, Ind.
NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
FAS, 4/4", 10% 10" & up, wide, 60%, 14 & 16' lg., 6 mos. dry; NO. 1 C., 4/4", 60%, 14 & 16', 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, 3/8", 1/2", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C., 1/2, 5/8, 3/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. & over dry; FAS, 5/8, 3/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
ALL grades, 4/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
FAS, 1/2-12/4", reg. wdths. & lgths., dry; NO. 1 C., 1/2-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
NO. 1 C. & BTR., 5/8, 3/4, 5/4, 6/4, 8/4"; FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., Louisville, Ky.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/8-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
SD. WORMY, pl., 3/4, 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 3 COM. & BTR., pl. R. & W., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., pl. R. & W., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
LOG RUN, pl. tie siding, 4/4", reg. wdths., 8', dry. C. B. COLBORN, Memphis, Tenn.
NO. 2 C. & BTR., pl. & qtd., R. & W., 4/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 3 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
SD. WORMY, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
NO. 3 C. & BTR., 4/4-8/4", reg. wdth. & lgth. S. B. SCHWARTZ & CO., Memphis, Tenn.
FAS, pl., 4/4"; NO. 2 C., NO. 3 C., both 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.
NO. 2 C., R. & W., 4/4"; NO. 1 C. & BTR., R. & W., 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS, 4/4", good wdths. & lgths., 4 mos. dry, soft fine texture. BEDNA YOUNG LBR. CO., Jackson, Tenn.

POPLAR

NO. 1 C., NO. 2 A C., both 4/4", reg. wdths. & lgths., 5 mos. dry. BRISTOL DOOR & LBR. CO., Bristol, Tenn.
NO. 1 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
NO. 2 C. & BTR., pl. & qtd., 4/4", 60%, 14 & 16', 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., 6 mos. & over dry; FAS, NO. 1 C., all pl., 4/4", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C. & BTR., pl., 8/4", reg. wdths. & lgths., 6 mos. & over dry. NICKEY BROS., INC., Memphis, Tenn.
NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
LOG RUN, 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.
FAS, S.D., 3/8"; NO. 1 C., 5/8, 4/4"; NO. 2 B COM., 4/4"; NO. 1 COM. & BTR., 5/4, 6/4, 8/4"; NO. 2 B COM., 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 2 C. & BTR., 5/8-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
FAS, 4/4, 5/4, 6/4, 6-17", 70%, 14 & 16', over 3 mos. dry, soft yellow; SAPS AND SELECT, 4/4, 5/4, 6/4", reg. wdths., over 65%, 14 & 16', over 3 mos. dry, W. Va. soft yellow. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4, 10/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

WALNUT

NO. 1 C. & BTR., 1/2", 5/8, 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

DIMENSION STOCK

CLEAR OAK SQUARES, 2x2-19, 2x2-30"; NO. 1 OAK REACHES, 2x4"-10'; HICKORY, NO. 1 hewn axles, 3 3/4"x4 3/4" & 4x5-6'. C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

ASH

1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; LOG RUN, 1/16", 6-36", 36-86"; LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/18", 6-36", 57-62"; LOG RUN, 1/20", 6-36", 38-96"; LOG RUN, 1/24", 6-36", 32"; LOG RUN, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.
ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Bldg., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

QTD., 1/2-1 1/2"; PL., 1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.
LOG RUN, 1/12", 6-36", 54 & 68"; LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 48-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.
SHEET STOCK, white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.
WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.
WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

POPLAR

1/2-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.
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The World's Greatest Lumber and Woodworking Center

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Quartered Gum

6/4" No. 1 C.&B., SND....100M ft.

8/4" No. 1 C.&B., SND....100M ft.

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For shipment Sept., Oct. and Nov.

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Osgood-Corson Lumber Co.

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Manufacturers & Dealers

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NORTHERN
HARDWOOD SALES
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345 Old Colony Bldg

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BIRCH
8/4" No. 1 Com. & Btr.. 3 cars
1 1/4" No. 1 Sel., kiln dr'd. 3 cars

BIRCH
1" FAS 35-40% No. 1 Com.,
kiln dried 2 cars
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Com., resawed 3 cars

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RED OAK
1" FAS, kiln dried..... 3 cars

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1" FAS, kiln dried..... 2 cars
MIXED RED & WHITE OAK
Log Run300,000'

HEMLOCK
1 1/4" No. 3 Sls..... 5 cars

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ESTABLISHED 1850

INCORPORATED

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**Southern Hardwoods
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4/4" No. 1 Common Cypress.....10 Cars
4/4" Log Run Soft Elm..... 5 Cars
Each 8/4" and 10/4" Soft Elm..... 3 Cars
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Hardwoods**

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THE HARDWOOD GATEWAY OF THE SOUTH

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General Office and Distributing Yard
LOUISVILLE, KENTUCKYFayette, Ala.
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Brasfield, Ark.EIGHT
BAND MILLSAllport, Ark.
Furth, Ark.
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OAK,
POPLAR, ASH, RED GUM,
SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

FOR SALE

5/8 No. 1 C&B Ash.....30,000 ft.
 5/4 No. 1 Common90,000 ft.
 5/4 No. 2 Common90,000 ft.
 6/4 No. 2 Common50,000 ft.
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 16/4 No. 1 C&B20,000 ft.

FULL STOCK OF 5/8 AND 4/4 POPLAR,
ALL GRADESEdward L. Davis Lumber Co.
Fourth and K Streets

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS1 car
 4-4 Saps & Selects.....1 car
 4-4 No. 1 Com.....2 cars
 4-4 No. 1 Com. 12 in. and up wide.1 car
 5-4 No. 2 Com. A.....5 cars
 5-4 No. 2 Com. B.....7 cars
 8-4 No. 2 Com. B.....15 cars

R. R. MAY

Hardwood Company

Northern and Southern
HARDWOODS*Quality—Service—Quantity*
Satisfaction

W. R. Willett Lumber Co.

LOUISVILLE, KENTUCKY

PLAIN W. OAK 4/4" No. 1 C. & Sel.. 5 cars
 PLAIN W. OAK 4/4" No. 2 Com.....10 cars
 PLAIN W. OAK 4/4" No. 3 Com.....15 cars
 PLAIN W. OAK 4/4" Sound Wormy. 6 cars
 POPLAR 4/4" No. 1 Com. & Sel.... 1 car
 POPLAR 4/4" No. 2 Common A.... 3 cars
 POPLAR 4/4" No. 2 B & No. 3 C... 5 cars
 SAP GUM 6/4" 1st & 2nds..... 1 car
 SAP GUM 6/4" No. 1 Com..... 5 cars
 TUPELO 4/4" No. 1 Com..... 1 car
 Y. P. STRIPS 1x4" No. 2 C., S2S.... 5 cars
 Y. P. STRIPS 1x3" No. 2 C., S2S.... 6 cars
 Y. P. STRIPS 1x4" No. 3 C., S2S.... 5 cars
 Y. P. STRIPS 1x3" No. 3 C., S2S.... 5 cars

Our Oak is Kentucky variety. Genuine white and up to texture. Poplar is Kentucky yellow, up to variety.

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 35)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 38)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 53)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company, MISSOURI
Manufacturer, Kansas City,

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

B— We Specialize in

QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, MISSISSIPPI

(*See page 10)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 72)

J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 49)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WAEN LUMBER CORPORATION
Raywood, W. Va.

(*See page 6)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 66)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 68)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD, WEST VIRGINIA

(*See page 7)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.

THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page 9)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bat. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber

C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 6)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 28,765,000,000.

(*See page —)

Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 52)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 72)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See page 2-8-71) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. MEMPHIS, TENN., U. S. A.

(*See page 57)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page —)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. MISSISSIPPI
Manufacturer, Charleston,

The revival of hardwood buying is expected to be featured by heavy demand for high grade oak.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

(*See page —) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO. OHIO
Manufacturer, Greenfield,

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension.
For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The depression of lumber prices is expected to have no permanent effect of oak veneer because of scarcity of its cut.

PITTSBURGH, PA.

Complete stock of 3/8" and 13/16" in all standard widths

MAPLE			Dry	Grn.			
4 1/4" No. 1	C&B Qtd.	13M		8M	4 1/4" No. 2	Common	23M 5M
5 1/4" No. 1	C&B Qtd.	3M			4 1/4" No. 3	Common	26M
6 1/4" No. 1	C&B Qtd.	3M			BEECH		
8 1/4" No. 1	C&B Qtd.	3M		4M	6 1/4" No. 2	C&B.	76M 50M
5 1/4" No. 1	End Dried Wh.	3M		4M	5 8" No. 3	Common	100M
4 1/8" & up No. 1	C&B Pl.	20M		20M	4 1/4" No. 3	Common	16M 36M
4 1/10" & up No. 1	C&B Pl.	20M		20M	5 1/4" No. 3	Common	40M
6 1/4" No. 1	C&B.	50M			6 1/4" No. 3	Common	181M 75M
10 1/4" 1st & 2nds		12M			HARDWOOD		
10 1/4" No. 2	C&B Qtd.	2M		2M	4 1/4" No. 2	C&B.	258M 76M
4 1/4" No. 2	Common	250M		90M	4 1/4" No. 2	Common	14M
5 1/4" No. 3	Common	44M			4 1/4" Piano	Key White.	14M
6 1/4" No. 3	Common	206M		130M	5 1/4" Piano	Key White.	5M
8 1/4" No. 3	Common	64M			SOFT ELM		
BIRCH					4 1/4" No. 2	C&B.	151M 101M
4 1/4" No. 2	C&B.	104M		13M	4 1/4" No. 2	Common	14M
					8 1/4" No. 1	C&B.	48M
					12 1/4" No. 1	C&B.	13M 34M

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Can't do business with lumbermen without the

No service to compare on credit ratings and collections

LUMBERMEN'S CREDIT ASSOCIATION
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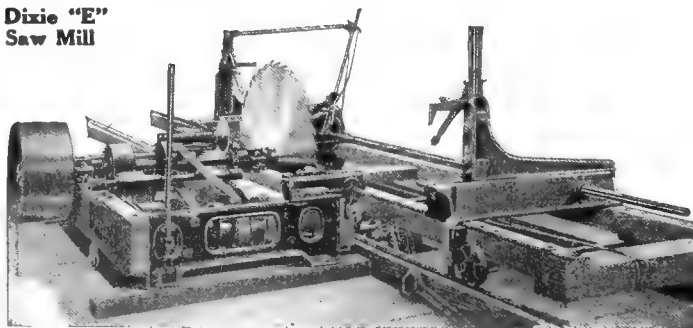
Manufacturers of CYPRESS and GUM

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

Band Mill: Arkansas City, Ark.

Sales Office, Arkansas City, Ark.

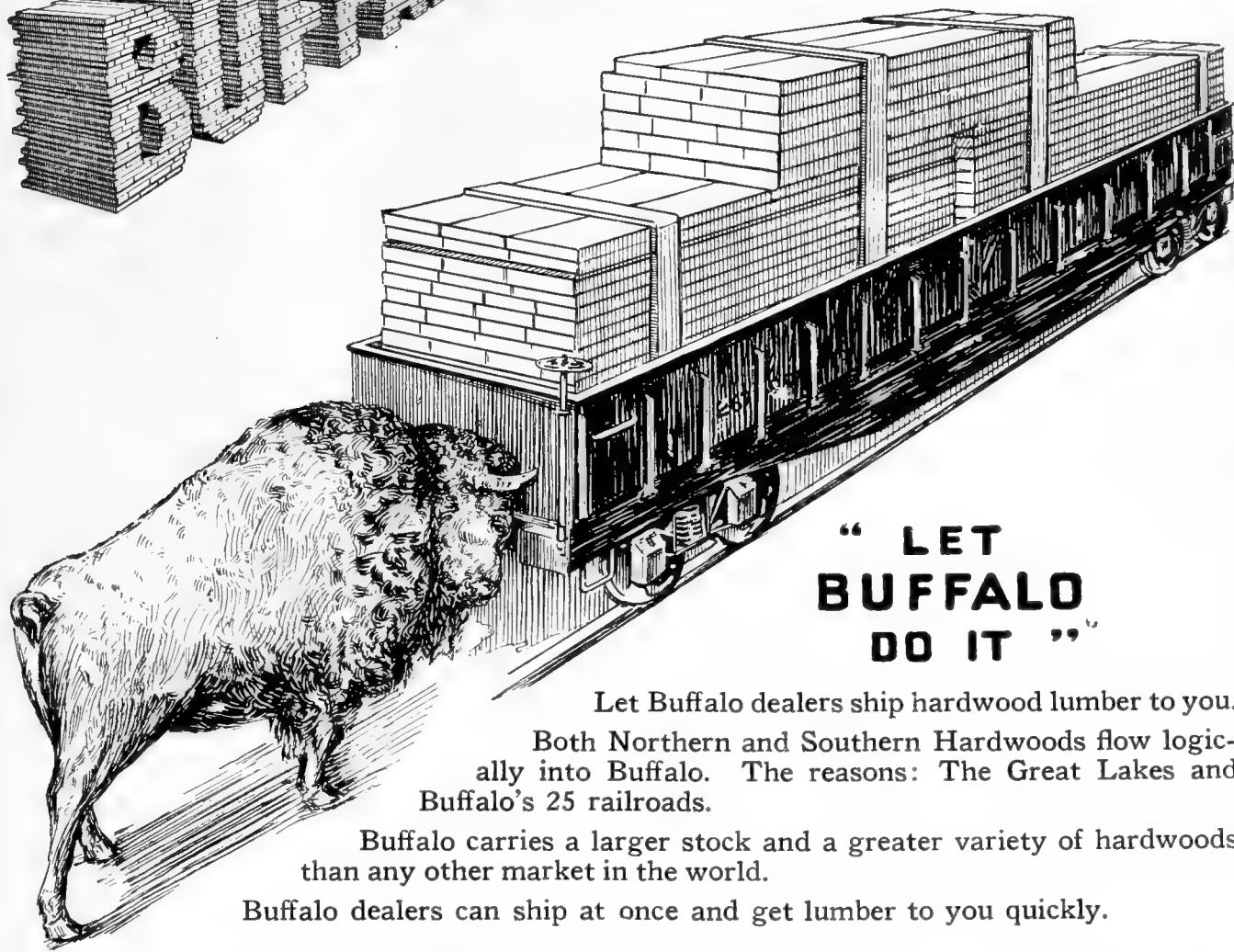
5/4" No.	ASH	4/4" No.	2 Com.10 cars		QTD. RED OAK
5/4" No.	2 Com.1 car	8/4" Nos.	1&2 C. 2 cars	4/4" No.	2 C&B. 5 cars
5/4" No.	2 Com.1 car				PLAIN WHITE OAK
5/4" No.	3 Com.1 car		ELM	4/4" No.	1 Com. 5 cars
4/4" No.	2 C&B. 2 cars	12/4" & 14/4"	3 Com. 1 car	4/4" No.	2 Com. 5 cars
(10% FAS)		4/4" Log Run....	3 cars	4/4" No.	3 Com. 3 cars
10/4" No.	2 C&B 1 car				PLAIN RED OAK
(25% No. 2 Com.)			RED GUM	4/4" No.	1 Com. 5 cars
12/4" No. 1 C&B 2 cars		4/4" FAS	1 car	4/4" No.	2 Com. 5 cars
		4/4" No.	1 Com.15 cars	4/4" No.	3 Com. 2 cars
		4/4" No.	2 Com.15 cars		Sycamore
COTTONWOOD			SAP GUM	4/4" Log Run.....	5 cars
4/4" FAS. 6-12" up	cars	4/4" No.	1 Com.5 cars	4/4" No.	(25% No. 2 Com.)
4/4" FAS. 13"-up	1 car	4/4" No.	2 Com. 10 cars	10/4" Log Run....	5 cars
4/4" No. 1 Com.,		4/4" No.	3 Com. 10 cars		(25% No. 2 Com.)
"13" up....	3 cars	4/4" BB..	9-12". 1 car	12/4" Log Run....	5 cars
4/4" No. 2 Com. 5 cars					(25% No. 2 Com.)
4/4" No. 1 Com. 5 cars					WILLOW
5/4" No. 1 Com. 1 car			QTD. RED GUM	4/4" No.	2 Com. 5 cars
		1/4" No.	1 Com.10 cars		PECA
CYPRESS		8/4" No.	1 Com. 2 cars	8/4" Log Run....	2 cars
4/4" Shop & Btr. 3 cars		6/4" L. R., Qtd.			(25% No. 2 Com.)
8/4" Shop & Btr. 3 cars		SND.	5 cars		
4/4" No. 1 Com.10 cars					



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HILL-CURTIS CO., Kalamazoo, Mich

BUFFALO FOR HARDWOODS



**" LET
BUFFALO
DO IT "**

Let Buffalo dealers ship hardwood lumber to you.

Both Northern and Southern Hardwoods flow logically into Buffalo. The reasons: The Great Lakes and Buffalo's 25 railroads.

Buffalo carries a larger stock and a greater variety of hardwoods than any other market in the world.

Buffalo dealers can ship at once and get lumber to you quickly.

T. SULLIVAN & COMPANY

HARDWOODS—Ash and Elm

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

*HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry*

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BROTHER, Inc.

Have large stock of fine dry **THICK OAK** and **MAPLE**
Also all other Hardwoods, White Pine, Etc.
ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in **WHITE ASH, OAK and MAPLE**

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

When in Need of
Northern Hardwoods

WRITE

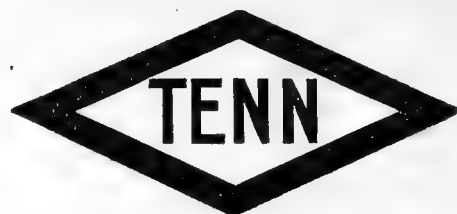
**STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN**

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

**BRISTOL
TRIM**

DIAMOND TENNESSEE BRAND



GUARANTEED

BRISTOL
DOOR & LUMBER CO.
BRISTOL, TENN.

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1420 Lumber Exchange

J. W. TURNBULL LUMBER CO.....Philadelphia, Pa.

I. N. CHASE LUMBER CO.....Boston, Mass.

"FINEST" MAPLE AND BEECH
FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood
LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

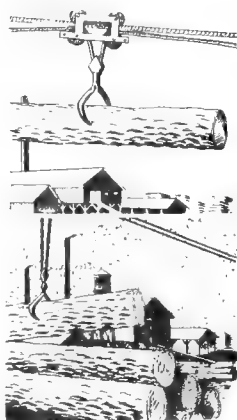
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GODFREY
HOISTS, HOOKS, AND
CONVEYORS

For Handling Logs and Lumber
unloading cars; conveying lumber to
your piles; unloading from piles to
trucks or wagons at a great saving of
labor and time.

WRITE US

Godfrey Conveyor Co.
108 Thirteenth Street, ELKHART, INDIANA





The Season's Greetings
from
The Old South
ANDERSON-TULLY COMPANY

"Everything in Southern Hardwoods"
Memphis Tenn.

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
 Huntingburg, Ind.

Stimson Veneer & Lumber Co.
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J. V. Stimson Hardwood Co.
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Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**
 Quartered Oak
Chestnut **Basswood**
 Oak Flooring

Coal Grove, Ohio, U. S. A.



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NOT merely a hauler—but a real logger. Not limited in operation to prepared roads, but able to go right out into the woods and bring the logs in. The "Caterpillar" Logger is Holt's latest achievement in solving the power problems of the logging industry.

Powerful, yet compact in size, flexible, yet sturdy and reliable, it will bring in your logs cheaper than any other method. Not an ordinary tractor, but a real logger, built to meet the conditions encountered every day in the woods and on the road.

Send for bulletin C-150, The "Caterpillar" Logger
The HOLT Manufacturing Company
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Peoria, Illinois

Spokane, Wash. New York Office, 50 Church St.
 Factories at Stockton, Cal., and Peoria, Ill.

There is but one

CATERPILLAR

— HOLT builds it.

Aardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBURN STREET
CHICAGO, JANUARY 10, 1921

Subscription \$2.
Vol. L, No. 6

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LUMBER CO.
BEAUMONT... TEXAS
YELLOW PINE
and HARDWOODS**

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALESAERS

LUMBER

PHILADELPHIA
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Quality—GOLDEN RULE—Service


THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

TWELVE MILLION DOLLARS

UR increase in business for the past year amounted to over 12 million dollars and the last month was even greater than the first.

This tremendous growth is due to the fact that we endeavor to do the right thing at the right time, in the right way; to do some things better than they ever were done before; to eliminate errors; to know both sides of the question; to anticipate requirements; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection.

Practically every large lumbering operation throughout the United States and Canada carries a portion of their fire insurance with us because we have stood the test of time; we have won their absolute confidence with our eleven years of courteous business transactions and prompt payment of losses.

Our thoroughly trained force of field men make regular sixty-day inspections on all properties where we have liability and it is their duty to see that every policyholder receives the same good treatment.

We solicit business on first-class properties only, where sound protection is more important than a low rate and to such concerns we offer the last word in fire insurance indemnity and service.

LEE BLAKEMORE, INCORPORATED

Attorney-in Fact, for

MANUFACTURING WOOD WORKERS UNDERWRITERS

McCormick Building, Chicago

LICENSED IN CANADA—LEGAL EVERYWHERE

DELTA HARDWOODS

FORTIFYING THE FUTURE

OF YOUR BUSINESS BY PURCHASING ONLY THE BEST GRADE OF HARDWOODS CAN BEST BE ACCOMPLISHED BY GETTING IN TOUCH WITH US. THE QUALITY OF OUR OUTPUT IS BEYOND DISPUTE. WE HAVE STUDIED TO PERFECT OUR MANUFACTURING FACILITIES AND THEY ARE OF THE BEST. OUR STOCK IS OF A SPLENDID TEXTURE AND OF UNIFORM COLOR.

MAY WE SERVE

YOU?

DETROIT REPRESENTATIVE
C. R. ROBINSON
145 LOTHROP AVENUE

Double Band Mills
Arkansas City, Ark.



STRONG AS THE ROCK



Made under U. S. patent

Monite Waterproof Glue

represents proved superiority. MONITE satisfies all the requirements in glue, namely:

Strength
Dependability

Uniformity
Heat and Water Resistance

Unchanging Adhesion in All Weathers and Climates

The product of years of research and experiment, MONITE offers new and greater value—the best waterproof glue obtainable in America. It can be adopted with confidence in every branch of the woodworking industry.

Write for our booklet—let us submit prices and samples. Our skilled demonstrators are at your service

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DETROIT
MINNEAPOLIS
SAN FRANCISCO
TORONTO, CANADA

CASEIN GLUE MFG. COMPANY

GENERAL SALES OFFICE

136 West Lake Street, CHICAGO, ILLINOIS

Successors to CERTUS COLD GLUE COMPANY, Detroit, Michigan

Distributors for South and West
W. H. GAGE GLUE CO.
St. Louis San Francisco
Canadian Distributors
W. H. CUNNINGHAM CO.
Toronto, Canada

MONITE WATERPROOF GLUE

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

SALESMEN

H. C. HITCHCOCK.....649 Pingree Ave., Detroit, Mich.
GEO. A. HOUGHTON.....Goodman, Wis.
GEO. S. CORTIS, care K. S. Goodman & Co., 707 Ry. Exch., Chicago
L. J. SHANNESY.....Box 88, Grand Rapids, Mich.
J. J. O'BRIEN.....
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
CHAS. E. BOYCE.....
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
J. H. SAWTELL.....57 Elm St., Oshkosh, Wis.
C. R. GARVEY.....560 East Drive, Woodruff Place, Indianapolis, Ind.
V. R. GEBHART.....2638 Glenmawr Ave., Columbus, Ohio
FRANK M. BETTS.....503 D. S. Morgan Bldg., Buffalo, N. Y.

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over



ARKANSAS HARDWOODS

The high standards in raw material and manufacturing equipment, which are responsible for the excellent nation-wide reputation of Bruce Oak Flooring, also prevail in the conduct of our hardwood operations.

BAND SAWN
RED and WHITE OAK
ASH · GUM

We can ship Oak Flooring,
trim and moldings with
hardwood lumber.

CORRESPONDENCE INVITED

THE E. L. BRUCE COMPANY

Manufacturers

LITTLE ROCK, ARKANSAS

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

MEMPHIS

TENNESSEE

Do You

read the CLASSIFIED
ADVERTISEMENTS ?

If Not

you are losing money by failing
to take advantage of the many
opportunities listed there each
issue.

You Will

find them under such headings
as

Lumber For Sale
Timber For Sale
Dimension Stock Wanted
Lumber Wanted
Logs Wanted
Plants For Sale
Machinery Wanted
Miscellaneous
Machinery For Sale

Read Them

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

1" Select & Btr.	14,000'	14/4" No. 1 Com. & Btr.	20,000'
1" No. 1 Common.	75,000'	16/4" No. 1 Com. & Btr.	52,000'
1" No. 2 Common.	25,000'	16/4" No. 1 Common.	15,000'
5/4" Select & Better.	25,000'	POPLAR	
5/4" No. 1 Common.	32,000'	1" Log Run.	36,000'
5/4" No. 2 Common.	42,000'	ELM	
6/4" 1s & 2s.	16,000'	8/4" Log Run.	7,000'
6/4" No. 1 Common.	32,000'	10/4" Log Run.	5,000'
6/4" No. 2 Common.	28,000'	12/4" Log Run.	13,000'
8/4" 1s & 2s, 10" & up.	19,000'	COTTONWOOD	
8/4" Select & Better.	28,000'	1" 1s & 2s.	14,000'
8/4" No. 1 Com. & Btr.	90,000'	1" No. 1 Common.	10,000'
8/4" No. 1 Common.	65,000'	SAP GUM	
8/4" No. 2 Common.	12,000'	1" No. 1 Common.	50,000'
10/4" 1s & 2s, 10" & up.	12,000'	1" No. 2 Common.	50,000'
10/4" No. 1 Com. & Btr.	18,000'	PLAIN RED OAK	
12/4" No. 1 Com. & Btr.	13,000'	1" No. 1 Common.	60,000'
12/4" No. 1 Common.	9,000'	1" No. 2 Common.	60,000'

ANTICIPATE your requirements.

Wire at our expense.

Thompson-Katz Lumber Co.

4/4" 1s & 2s.	2,000'
5/4" 1s & 2s.	2,000'
12/4" Com. & Btr.	23,000'
16/4" Com. & Btr.	17,000'
4/4" No. 1 Common.	10,000'
5/4" No. 1 Common.	16,000'
6/4" No. 1 Common.	13,000'
8/4" No. 1 Common.	19,000'
10/4" No. 1 Common.	5,000'

4/4" Com. & Btr.	12,000'
5/4" Com. & Btr.	65,000'
6/4" No. 1 Common.	8,000'
8/4" No. 1 Common.	5,000'

4/4" Com. & Btr.	11,000'
5/4" Com. & Btr.	15,000'
6/4" Com. & Btr.	30,000'
8/4" Com. & Btr.	50,000'

4/4" Shop & Btr.	50,000'
5/4" Shop & Btr.	45,000'
6/4" Shop & Btr.	20,000'
4/4" No. 1 Common.	17,000'
5/4" No. 1 Common.	8,000'
6/4" No. 1 Common.	6,000'

4/4" Com. & Btr.	15,000'
5/4" Com. & Btr.	225,000'
6/4" Com. & Btr.	57,000'
8/4" Com. & Btr.	30,000'
6/4" No. 2 Common.	38,000'
8/4" No. 2 Common.	11,000'

4/4" Log Run.	6,000'
6/4" Log Run.	12,000'
8/4" Log Run.	13,000'
12/4" Log Run.	19,000'

4/4" No. 2 Common.	50,000'
4/4" 1s & 2s.	33,000'
5/4" 1s & 2s.	60,000'
6/4" 1s & 2s.	17,000'

Welsh Lumber Company

4/4" No. 1 Com. & Btr.	3 cars
6/4" No. 1 Common.	1 car
8/4" No. 1 Com. & Btr.	5 cars

4/4" No. 1 Com. & Btr.	1 car
8/4" No. 1 Com. & Btr.	4 cars

4/4" No. 1 Com. & Btr.	2 cars
8/4" No. 1 Com. & Btr.	3 cars

4/4" No. 1 Com. & Btr.	2 cars
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4/4" No. 1 Com. & Btr.	4 cars
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8/4" No. 2 Com. & Btr.	3 cars
10/4" No. 2 Com. & Btr.	5 cars
12/4" No. 2 Com. & Btr.	7 cars

ANY AMOUNT ANY KIND ANY TIME

S. B. Schwartz & Company

201 Central Bank Building

Mills Booneville Miss

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr.	1 car	6/4" No. 1 Common.	2 cars
5/4" No. 1 Com. & Btr.	2 cars	8/4" No. 1 Common.	2 cars
6/4" No. 1 Com. & Btr.	2 cars	10/4" No. 1 Common.	1 car
8/4" No. 1 Com. & Btr.	4 cars	12/4" No. 1 Common.	1 car
10/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common.	2 cars
12/4" No. 1 Com. & Btr.	3 cars	5/4" No. 2 Common.	2 cars
16/4" No. 1 Com. & Btr.	1 car	6/4" No. 2 Common.	1 car
4/4" No. 1 Common.	1 car	8/4" No. 2 Common.	1 car
5/4" No. 1 Common.	3 cars	4/4" No. 3 Common.	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

The following stock is of regular widths and lengths

4/4" FAS.	3 cars	8/4" FAS.	1 car
5/4" FAS.	7 cars	4/4" No. 1 Common.	2 cars
8/4" FAS.	4 cars	5/4" No. 1 Common.	1 car
4/4" Box Bds. 13-17"	2 cars	8/4" No. 1 Common.	1 car

4/4" Box Bds. 11-12"	1 car	PLAIN RED GUM	
4/4" Box Bds. 9-10"	2 cars	4/4" FAS.	1 car
5/4" No. 1 Common.	2 cars	5/4" FAS.	1 car
8/4" No. 1 Common.	4 cars	8/4" FAS.	1 car
		4/4" No. 1 Common.	2 cars
		5/4" No. 1 Common.	1 car
		8/4" No. 1 Common.	1 car

4/4" FAS.	2 cars	QUARTERED WHITE OAK	
5/4" FAS.	2 cars	4/4" FAS.	5 cars
8/4" No. 1 Common.	2 cars	6/4" FAS.	1 car
5/4" No. 1 Common.	3 cars	4/4" No. 1 Common.	5 cars
		6/4" No. 1 Common.	1 car

4/4" FAS.	1 car	PLAIN RED AND WHITE OAK	
5/4" FAS.	1 car	8/4" No. 1 & No. 2 Com.	2 cars

Ferguson & Palmer Company

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL
438 RANDOLPH BUILDING

4/4" No. 1 Common.	50,000'	4/4" No. 1 Common.	172,000'
5/4" No. 1 Common.	15,000'	4/4" No. 2 Common.	176,000'
8/4" No. 2 Common.	20,000'	4/4" No. 3 Common.	90,000'
5/4" No. 2 Common.	30,000'	6/4" No. 1 Com. & Btr.	30,000'
		8/4" No. 1 Com. & Btr.	200,000'

4/4" FAS.	100,000'	PLAIN RED GUM	
4/4" No. 1 Common.	150,000'	4/4" No. 1 & No. 2 Com.	500,000'
4/4" No. 2 Common.	40,000'	5/4" & 6/4" C. & B.	100,000'
4/4" Wide Box, 13-17"	6,000'	QUARTERED RED GUM	
4/4" Narrow Box, 9-12"	2,300'	8/4" Com. & Btr.	100,000'

4/4" Factory Selects.	100,000'	QTD. RED GUM, S. N. D.	
4/4" No. 1 Shop.	150,000'	8/4" Com. & Btr.	100,000'
4/4" No. 1 Common.	400,000'	QUARTERED RED OAK	
4/4" No. 2 Common.	200,000'	4/4" No. 1 Common.	14,000'
4/4" No. 1 Common.	100,000'	QUARTERED WHITE OAK	

1/4" No. 2 Common.	100,000'	PLAIN WHITE OAK	
5/4" Shop & Btr.	300,000'	4/4" Com. & Btr.	250,000'
6/4" No. 1 Shop.	15,000'	PLAIN RED OAK	
8/4" No. 1 Shop.	15,000'	4/4" Com. & Btr.	400,000'
		5/4" Com. & Btr.	200,000'
		6/4" Com. & Btr.	50,000'

4/4" No. 1 Com. & Btr.	60,000'	TITEL	
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Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

MANUFACTURERS AND WHOLESALERS

Regular Widths and Lengths

ASH	RED GUM
10/4" No. 1 C&B, 4 mo. 14,000'	8/4" No. 1 C&B, 14 mo. 14,000'
6/4" No. 1 C&B, 4 mo. 35,000'	6/4" No. 1 C&B, 6 mo. 75,000'
4/4" No. 2, 4 mo. 50,000'	4/4" No. 1 C&B, 6 mo. 75,000'
COTTONWOOD	QTD. RED GUM, S. N. D.
4/4" BB, 13-17", 6 mo. 45,000'	8/4" No. 1 Com., 14 mo. 15,000'
4/4" FAS, 13" & wider, 16,000'	CLAIN SAP GUM
4/4" FAS, 6 mo. 60,000'	5/4" No. 1 Com., 14 mo. 14,000'
4/4" No. 1 Com., 6 mo. 150,000'	6/4" Com. & Btr., 6 mo. 200,000'
4/4" No. 2 Com., 6 mo. 100,000'	5/4" Com. & Btr., 6 mo. 150,000'
ELM	5/4" & 6/4" No. 2, 6 mo. 75,000'
14/4" Log Run, 6 mo. 16,000'	4/4" Com. & Btr., 6 mo. 200,000'
10/4" Log Run, 6 mo. 35,000'	4/4" No. 2, 6 mo. 100,000'
8/4" Log Run, 6 mo. 35,000'	SOFT MAPLE
6/4" Log Run, 6 mo. 14,000'	8/4" Log Run, 10 mo. 17,000'
	10/4" Log Run, 12 mo. 13,000'

Johnson Bros. Hardwood Co.

(OUR NAME IS EASY TO REMEMBER)

1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM	8/4" No. 1 Common..... 26,000'
6/4" No. 1 Common..... 17,000'	4/4" Sound Wormy..... 41,000'
QUARTERED SAP GUM	QUARTERED WHITE OAK
8/4" FAS..... 18,000'	4/4" FAS..... 10,300'
8/4" No. 1 Common..... 11,000'	5/4" FAS..... 11,000'
PLAIN SAP GUM	6/4" FAS..... 15,100'
7/1" FAS..... 6,000'	4/4" No. 1 Common..... 11,000'
6/4" No. 1 Common..... 59,000'	5/4" No. 1 Common..... 14,200'
5/4" No. 1 Common..... 24,700'	6/4" No. 1 Common..... 28,600'
5/4" No. 2 Common..... 18,700'	8/4" No. 1 Common..... 15,100'
PLAIN RED OAK	4/4" No. 2 Common..... 31,000'
10/4" FAS..... 15,000'	5/4" No. 2 Common..... 8,500'
4/4" No. 1 Common..... 32,000'	6/4" No. 2 Common..... 8,000'
5/4" No. 1 Common..... 15,000'	POPLAR
6/4" No. 1 Common..... 21,200'	4/4" No. 1 Common..... 50,000'
8/4" No. 1 Common..... 16,000'	6/4" No. 1 Common..... 35,000'
10/4" No. 1 Common..... 31,000'	4/4" No. 2 Common..... 16,000'
4/4" No. 1 Common..... 60,000'	5/4" No. 2 Common..... 15,300'
5/4" No. 1 Common..... 25,000'	6/4" No. 2 Common..... 9,000'
6/4" No. 1 Common..... 13,000'	8/4" No. 2 Common..... 52,000'

Goodlander-Robertson Lbr. Co.

List of Dry Stock Ready for Immediate Shipment

Prices F. O. B. Cars Your City
We also handle Cypress, 4/4" to 8/4" No. 1 Common & Better, Green Hickory & Pecan, Log Run, cut any thickness.

SAP GUM	5/4" No. 1 Common..... 40,000'
4/4" 1s & 2s..... 60,000'	5/4" No. 2 Common..... 15,000'
4/4" 1s & 2s 13 & up..... 35,000'	QTD. RED GUM, S.N.D.
4/4" No. 1 Common..... 175,000'	4/4" No. 1 Com. & Btr. 86,000'
4/4" No. 1 C. 13 & up..... 30,000'	5/4" No. 1 Com. & Btr. 70,000'
4/4" No. 2 Common..... 115,000'	6/4" No. 1 Com. & Btr. 55,000'
5/4" 1s & 2s..... 100,000'	8/4" No. 1 Com. & Btr. 225,000'
5/4" No. 1 Common..... 225,000'	10/4" No. 1 C. & Btr. 35,000'
5/4" No. 2 Common..... 50,000'	QUARTERED RED GUM
13/17" Box Boards..... 75,000'	4/4" No. 1 Common..... 100,000'
9/12" Box Boards..... 55,000'	5/4" No. 1 Com. & Btr. 30,000'
PLAIN RED GUM	8/4" 1s & 2s..... 45,000'
4/4" 1s & 2s..... 43,000'	8/4" No. 1 Common..... 60,000'
4/4" No. 1 Common..... 135,000'	TUPELO
4/4" No. 2 Common..... 68,000'	4/4" No. 1 Com. & Btr. 85,000'
5/4" 1s & 2s..... 31,000'	4/4" No. 3 Common..... 15,000'

Moyer-Shafer Hardwood Co.

PLAIN SAP GUM

4/4" 1s & 2s & Panel.	4/4" No. 1 Common..... 100,000'
18" & up..... 20,000'	4/4" No. 2 Common..... 100,000'
4/4" 1s & 2s & Panel.	4/4" No. 3 Common..... 100,000'
13-17"..... 15,000'	5/4" 1s & 2s..... 50,000'
4/4" No. 1 Common..... 100,000'	5/4" No. 1 Common..... 50,000'
4/4" No. 2 Common..... 100,000'	5/4" No. 2 Common..... 50,000'
4/4" No. 3 Common..... 100,000'	5/4" No. 3 Common..... 50,000'
5/4" 1s & 2s..... 50,000'	6/4" Com. & Btr..... 30,000'
5/4" No. 1 Common..... 50,000'	6/4" No. 2 Common..... 50,000'
5/4" No. 2 Common..... 50,000'	6/4" No. 3 Common..... 150,000'
5/4" No. 3 Common..... 50,000'	8/4" No. 3 Common..... 50,000'

QTD. SAP GUM

4/4" Com. & Btr..... 75,000'	4/4" No. 1 Common..... 100,000'
5/4" Com. & Btr..... 75,000'	4/4" No. 2 Common..... 100,000'
6/4" Com. & Btr..... 75,000'	4/4" C. & C. Strips..... 25,000'

PLAIN RED GUM

4/4" 1s & 2s..... 50,000'	4/4" No. 1 Common..... 100,000'
4/4" No. 1 Common..... 100,000'	4/4" No. 2 Common..... 100,000'
4/4" No. 2 Common..... 100,000'	5/4" No. 1 Common..... 100,000'
5/4" No. 2 Common..... 15,000'	5/4" No. 2 Common..... 25,000'
6/4" No. 1 Common..... 25,000'	6/4" No. 2 Common..... 75,000'

PLAIN WHITE OAK

4/4" No. 1 Common..... 100,000'	QTD. WHITE OAK
4/4" No. 2 Common..... 100,000'	4/4" No. 1 Common..... 100,000'
4/4" No. 3 Common..... 100,000'	4/4" No. 2 Common..... 100,000'
Sound Wormy..... 100,000'	4/4" C. & C. Strips..... 25,000'

Geo. C. Brown & Co.

ASH
10/4" Com. & Btr..... 100,000'
5/4" No. 1 Common..... 50,000'

COTTONWOOD

4/4" No. 1 Common..... 100,000'

ELM

8/4" Log Run..... 75,000'

10/4" Log Run..... 50,000'

12/4" Log Run..... 50,000'

16/4" Log Run..... 15,000'

PLAIN RED GUM

4/4" FAS..... 14,000'

4/4" No. 1 Common..... 50,000'

QUARTERED RED GUM

8/4" Com. & Btr..... 40,000'

QTD. RED GUM, S.N.D.

6/4" Com. & Btr..... 100,000'

8/4" Com. & Btr..... 125,000'

10/4" Com. & Btr..... 200,000'

12/4" Com. & Btr..... 150,000'

PLAIN SAP GUM

4/4" No. 1 Common..... 100,000'

5/4" No. 1 Common..... 75,000'

4/4" No. 2 Common..... 100,000'

QUARTERED WHITE OAK

4/4" FAS..... 30,000'

5/4" FAS..... 50,000'

6/4" FAS..... 25,000'

4/4" No. 1 Common..... 100,000'

5/4" No. 1 Common..... 100,000'

6/4" No. 1 Common..... 150,000'

PLAIN WHITE OAK

4/4" FAS..... 20,000'

4/4" No. 1 Common..... 100,000'

QUARTERED RED OAK

6/4" No. 1 Common..... 100,000'

5/4" FAS..... 50,000'

4/4" No. 1 Common..... 75,000'

5/4" No. 1 Common..... 75,000'

PLAIN RED OAK

4/4" Com. & Btr..... 150,000'

5/4" Com. & Btr..... 80,000'

6/4" Com. & Btr..... 80,000'

4/4" No. 3 Common..... 100,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards..... 2 cars	4/4" 9 to 12 Box Boards..... 2 cars
4/4" FAS..... 5 cars	4/4" No. 1 Com..... 8 cars
4/4" No. 1 Com..... 8 cars	4/4" No. 2 Com..... 4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

ASH		ELM	
8/4" 10/4" & 12/4" Com.		4/4" No. 1 & No. 2 Com.	30,000'
& Better	348,000'	6/4" Log Run	310'
6/4" No. 2 Common	17,000'	8/4" Log Run	47,000'
4/4" No. 2 Common	95,000'	10/4" Log Run	80,000'
5/8" No. 2 Com. & Btr	32,000'	12/4" Log Run	62,000'
CYPRESS		SOUND WORMY OAK	
6/4" Log Run	152,000'	4/4" Com. & Btr.	225,000'
5/4" Com. & Btr.	119,000'		
4/4" Sel. & Btr.	10,000'		
4/4" No. 1 Common	13,000'		
POPLAR		SYCAMORE	
8/4" FAS	20,000'	10/4" Log Run	181,000'
8/4" No. 1 Common	98,000'	6/4" Log Run	12,000'
4/4" Box Bds. 9-12"	20,000'	4/4" No. 1 & No. 2 Com.	18,000'
4/4" No. 1 Common	84,000'		
4/4" No. 2 Common	108,000'		
		PECAN	
		8/1" Log Run	10,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

FIGURED RED GUM		4/4" No. 1 Common	3 cars
4/1" No. 1 Com. & Btr.	3 cars	5/4" No. 1 Common	7 cars
SAP GUM		8/4" No. 1 Common	1 car
1/4" FAS	2 cars	1/4" No. 2 Common	3 cars
4/4" FAS, 13" & 14"	2 cars	QUARTERED RED GUM	
4/4" Box Boards, 13-17"	3 cars	1/4" Com. & Btr.	3 cars
5/4" FAS	1 car	5/4" FAS	2 cars
8/4" Com. & Btr.	1 car	4/4" Com. & Btr.	5 cars
1/4" No. 1 Common	3 cars	6/4" Com. & Btr.	1 car
5/4" No. 1 Common	4 cars	8/4" Com. & Btr.	3 cars
4/4" No. 2 Common	8 cars	5/4" No. 1 Common	3 cars
5/4" No. 2 Common	10 cars	SOFT ELM	
6/4" No. 2 Common	1 car	4/4" Log Run	1 car
8/4" No. 2 Common	1 car	5/4" Log Run	1 car
PLAIN RED GUM		6/4" Log Run	2 cars
4/1" FAS	1 car	8/4" Log Run	1 car
5/4" FAS	3 cars	10/4" Log Run	2 cars
1/4" No. 1 Com & Btr	6 cars	12/4" Log Run	2 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM				6/4" No. 2 Common.....	2 cars
4/4" Log Run	2 cars	5/8" 1s & 2s.....	2 cars		
8/4" Log Run	3 cars	5/8" No. 1 Common.....	3 cars		
10/4" Log Run	2 cars	4/4" Box Bds. 9-12".....	3 cars		
PLAIN RED GUM				QRTD. GUM, SND.	
4/4" 1s & 2s.....	4 cars	8/4" Com. & Btr.....	2 cars		
6/4" 1s & 2s.....	3 cars	6/4" Com. & Btr.....	1 car		
4/4" No. 1 Common.....	7 cars	QUARTERED RED GUM			
8/4" No. 1 Common.....	3 cars	6/4" Com. & Btr. RED GUM.....	2 cars		
5/4" Com. & Btr.....	1 car	8/4" Com. & Btr.....	2 cars		
SAP GUM				PLAIN RED OAK	
4/4" 1s & 2s.....	5 cars	4/4" 1s & 2s.....	5 cars		
6/4" 1s & 2s.....	2 cars	5/4" 1s & 2s.....	1 car		
4/4" No. 1 Common.....	9 cars	4/4" No. 1 Common.....	6 cars		
6/4" No. 1 Common.....	5 cars	5/4" No. 1 Common.....	2 cars		
4/4" No. 2 Common.....	4 cars	4/4" No. 2 Common.....	3 cars		

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK		4/4" No. 1 Common	123,000'
		4/4" No. 2 Common	172,000'
1/2" FAS	7,000'		
3/4" FAS	5,000'		
1/4" FAS	29,000'		
1/2" No. 1 Common	23,000'	PLAIN WHITE OAK	
3/4" No. 1 Common	30,000'	1/4" No. 1 Common	63,000'
4/4" No. 1 Common	429,000'	1/4" No. 2 Common	61,000'
4/4" No. 2 Common	132,000'	6/4" No. 2 Common	2,000'
4/4" Clr. Stps. 2 1/2-5 1/2"	51,000'	7/4" No. 2 Common	3,000'
4/4" Com. Stps. 1 1/2-3"	31,000'	4/4" Sound Wormy	83,000'
QUARTERED RED OAK		PLAIN RED OAK	
3/1" FAS	5,000'	3/4" No. 1 Common	4,000'
4/1" FAS	34,000'	1/4" No. 1 Common	281,000'
3/4" No. 1 Common	3,000'	4/4" No. 2 Common	117,000'
		4/4" No. 3 Common	188,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK		PLAIN BLACK GUM	
5/8" No. 1 Common	2 cars	3/4" No. 1 Com. & Btr.	5,000'
4/4" 1s & 2s	2 cars	4/4" No. 1 Com. & Btr.	2 cars
4/1" No. 1 Common	5 cars	QUARTERED RED OAK	
6/4" No. 1 Common	3,900'	8/4" No. 2 Com. & Btr.	6,000'
4/4" Common Strips	2 cars	PLAIN SAP GUM	
8/4" No. 1 Com. & Btr.	5,000'	5/8" No. 1 Com. & Btr.	3 Cars
4/4" No. 2 Common	2 Cars	5/8" No. 2 Common	2 Cars
8/4" No. 2 Common	1 Car	4/4" 1s & 2s	1 Car
PLAIN RED OAK		4/4" No. 2 Common	1 Car
3/4" 1s & 2s	1 Car	6/4"-8/4" Dog Boards	2 Cars
4/4" No. 1 Common	2 Cars	QUARTERED RED GUM S.N.D.	
3/4" No. 2 Common	1 Car	4/4" No. 1 Com. & Btr.	3 Cars
4/4" No. 1 Common	2 Cars	5/4" No. 1 Com. & Btr.	3 Cars
4/4" No. 2 Common	2 Cars	6/4" No. 1 Com. & Btr.	5 Cars
PLAIN WHITE OAK		8/4" No. 1 Com. & Btr.	5 Cars
4/4" No. 1 Common	4 Cars	PLAIN RED GUM	
4/4" No. 2 Common	2 Cars	4/4" No. 1 Com. & Btr.	3 Cars
MIXED OAK		QUARTERED RED GUM	
3/1" No. 3 Common	3 Cars	6/4" No. 1 Com. & Btr.	2 Cars
4/1" No. 3 Common	4 Cars	8/4" No. 1 Com. & Btr.	2 Cars
4/1" Sound Wormy	2 Cars	CYPRESS	
		4/4" No. 1 Shop	2 Cars
		ELM	
		5/4" Log Run	1 Car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8/4" No. 1 Com., 6 mo. . . 1 car
4/4" Com. & Btr., 6 mo. . . 1 car		6/4" Com. & Btr., 4 mo. . 1 car
RED GUM		SOFT MAPLE
5/8" Com. & Btr., 6 mo. . . 1 car		6/4" Log Run, 6 mo. 1 car
4/4" 1s & 2s, 6 mo. 1 car		
4/4" No. 1 Com., 6 mo. . . 5 cars		
SAP GUM		RED OAK
5/8" 1s & 2s, 4 mo. 4 cars		4/4" 1s & 2s, 6 mo. 4 cars
5/8" No. 1 Com., 4 mo. . . 2 cars		4/4" No. 1 Com., 6 mo. . . 5 cars
4/4" 1s & 2s, 4 mo. . . 1 car		3/4" Com. & Btr., 4 mo. . 1 car
4/4" No. 1 Com., 4 mo. . 2 cars		
		WHITE OAK
		4/4" 1s & 2s, 6 mo. 2 cars
		4/4" No. 1 Com., 6 mo. . . 5 cars
QTD. RED GUM		QTD. WHITE OAK
8/4" 1s & 2s, 6 mo. 1 car		4/4" Com. & Btr., 6 mo. . 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	\$7,000'
4/4" No. 1 Common & Selects	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects	5 mos. dry	83,000'
6/4" F&S	6 mos. dry	48,000'
6/4" No. 1 Common & Selects	6 mos. dry	94,000'
8/4" F&S	7 mos. dry	63,000'
8/4" No. 1 Common & Selects	7 mos. dry	137,000'
10/4" F&S	6 mos. dry	33,000'
10/4" No. 1 Common & Selects	6 mos. dry	81,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

SOFT MAPLE	
4/4" & 10/4" Log Run	100,000'
PLAIN RED AND WHITE OAK	
4/4" Log Run	593,000'
QTD. RED AND WHITE OAK	
4/4" Log Run	120,000'
ASH	
1/1" to 12/4" Log Run	64,000'
COTTONWOOD	
1/4" No. 2 Com. & Btr.	70,000'
CYPRESS	
6/4" Shop & Btr.	53,000'
4/4" No. 2 Com. & Btr.	90,000'
ELM	
4/4" Log Run	10,000'
8/4" Log Run	10,000'
10/4" Log Run	28,000'

RED GUM	
4/4" No. 1 Common	15,000'
5/4" No. 1 Common	10,000'
SAP GUM	
1/4" 1s & 2s	90,000'
4/4" No. 1 Common	180,000'
4/4" No. 2 Common	135,000'
8/4" No. 2 Common	20,000'
5/4" No. 2 Common	11,000'
4/4" No. 3 Common	40,000'
QUARTERED RED GUM	
6/4" Com. & Btr.	12,000'
8/4" Com. & Btr.	12,000'
4/4" No. 1 Common	18,000'
5/4" No. 1 Common	17,000'
QTD. RED GUM, S N D	
1/4" Com. & Btr.	80,000'
5/4" Com. & Btr.	16,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

BLACK GUM	
4/4" No. 1 Com. & 1s & 2s	Band Sawn
SAP GUM	
1/4" F&S	Band Sawn
4/4" No. 1 Com.	Band Sawn
QTD. RED GUM, S N D	
8/4" No. 1 Com. & 1s & 2s	Circular sawed
PLAIN RED GUM	
4/4" No. 1 Com. & 1s & 2s	Circular sawed
SAP GUM	
4/4" F&S	Circular sawed
TITULO GUM	
4/4" No. 1 Com. & 1s & 2s	Band sawed
PLAIN RED OAK	
3/4" 80% F&S, 20% Select	Band sawed
4/4" No. 1 Com. & 1s & 2s	Circular sawed
4/4" F&S	Circular sawed
PLAIN WHITE OAK	
1/4" F&S	Circular sawed
4/4" No. 1 Com.	Circular sawed
MIXED OAK	
4/4" No. 2 Com.	Circular sawed
4/4" No. 3 Com.	Circular sawed

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	
1/1" 1s & 2s	30,000'
1/4" No. 1 Common	100,000'
5/1" 1s & 2s	22,000'
5/4" No. 1 Common	30,000'
6/4" 1s & 2s	6,000'
6/4" No. 1 Common	80,000'
6/4" No. 2 Common	15,000'
PLAIN WHITE OAK	
4/4" No. 1 Common	75,000'
4/4" No. 2 Common	30,000'
PLAIN RED OAK	
1/4" No. 1 Common	100,000'
4/4" No. 2 Common	30,000'
4/4" Sound Wormy	30,000'
QUARTERED RED GUM	
5/8" No. 1 Com. & Btr	50,000'
1/4" 1s & 2s	18,000'
4/4" No. 1 Common	65,000'
5/4" No. 1 Common	10,000'
6/4" No. 1 Common	56,000'
QTD. RED GUM, S N D	
4/4" No. 1 Com. & Btr.	38,000'
6/4" No. 1 Com. & Btr.	28,000'
8/4" No. 1 Com. & Btr.	33,000'
10/4" No. 1 Com. & Btr.	27,000'
12/4" No. 1 Com. & Btr.	84,000'
SOFT ELM	
5/4" No. 1 Com. & Btr	200,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	100,000'
3/4" No. 1 Com. & Btr.	100,000'
3/4" No. 2	50,000'
4/4" No. 1 Com. & Btr.	200,000'
4/4" No. 1 Common, 12" & wider	50,000'
4/4" No. 2	150,000'
5/4" No. 1 Com. & Btr.	50,000'
5/4" No. 2	75,000'
PLAIN RED GUM	
1/2" No. 1 Com. & Btr.	25,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" F&S	75,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	150,000'
8/4" No. 1	20,000'
BLACK GUM	
4/4" No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	25,000'
5/4" No. 1 C.&B.	
37,000'	
10/4" No. 1 C.&B.	
25,000'	
12/4" No. 1 C.&B.	
30,000'	
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	150,000'
6/4" No. 1 Com. & Btr.	60,000'
8/4" No. 1 Com. & Btr.	150,000'
10/4" No. 1 Com. & Btr.	100,000'
12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	200,000'
4/4" No. 3	200,000'
PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'
QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	200,000'
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

COTTONWOOD	
4/4" Box Bds., 13" & up	30,000'
4/4" Box Bds., 9-12"	2,000'
4/4" 1s & 2s	80,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	200,000'
4/4" No. 3 Common	10,000'
8/4" Dog Boards	70,000'
QUARTERED RED GUM	
8/4" No. 1 Com. & Btr.	30,000'
8/4" No. 1 Com. & Btr.	40,000'
QTD. RED GUM, S N D	
1/4" No. 1 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	140,000'
8/4" No. 1 Com. & Btr.	40,000'
10/4" No. 1 Com. & Btr.	30,000'
PLAIN SAP GUM	
4/4" 1s & 2s	30,000'
1/4" No. 1 Common	200,000'
1/4" No. 2 Common	60,000'
5/4" 1s & 2s	100,000'
5/4" No. 1 Common	180,000'
HACKBERRY	
4/4" Log Run	48,000'
LOCUST	
4/4" Log Run	25,000'
QUARTERED WHITE OAK	
4/4" 1s & 2s	30,000'
4/4" No. 1 Common	45,000'
4/4" No. 2 Common	20,000'
QUARTERED RED OAK	
4/4" 1s & 2s	8,000'
4/4" No. 1 Common	20,000'
PLAIN WHITE OAK	
3/4" 1s & 2s	20,000'
3/4" No. 1 Common	20,000'
4/4" No. 2 Common	20,000'
PLAIN RED OAK	
3/4" 1s & 2s	30,000'
3/4" No. 1 Common	30,000'
5/8" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Common	50,000'
4/4" No. 2 Common	40,000'
PECAN	
8/4" Log Run	57,000'

Mark H. Brown Lumber Co.

ASH	
1" 1s & 2s, 6-10"	8-16"
1 1/2" 1s & 2s, 6-10"	8-16"
2" 1s & 2s, 6-10"	8-16"
2 1/2" 1s & 2s, 6-10"	8-16"
3" 1s & 2s, 6-10"	8-16"
4" 1s & 2s, 6-10"	8-16"
5" 1s & 2s, 6-10"	8-16"
6" 1s & 2s, 6-10"	8-16"
8" 1s & 2s, 6-10"	8-16"
10" 1s & 2s, 6-10"	8-16"
12" 1s & 2s, 6-10"	8-16"
COTTONWOOD	
No. 2 C. & B., 4-4"	8 cars
RED GUM	
No. 2 C. & B., 4-4" & 5-4"	cars
SAP	
No. 1 & No. 2 C. & B.	cars
RED OAK	
No. 1 & No. 2 C. & B.	cars

Dudley Lumber Company

HARDWOODS

MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

5/8" No. 1 Com. & Sel. Qtd. White Oak	200,000'
5/8" No. 1 Com. & Sel. Plain White Oak	200,000'
5/8" No. 1 Com. & Sel. Plain Red Oak	300,000'
3/4" No. 1 Com. & Sel. Plain Red Oak	300,000'
5/8" No. 2 Common Plain Red Oak	200,000'
5/8" No. 3 Common Plain Oak	200,000'
5/8" No. 1 Com. & Sel. Sap Gum	250,000'

SOUTHERN
HARDWOOD LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER Co.

MANUFACTURERS OF
High Grade Southern Hardwoods

SALES OFFICE GREENFIELD, O. BAND MILL LOUISE, MISS.

Partial List of Dry Stock

QUARTERED WHITE OAK	12/4" Bridge Plk..... 1 car
4/4" Fas 1 car	4/4" Sound Wormy.. 5 cars
4/4" No. 1 Com..... 1 car	HICKORY
QUARTERED RED OAK	8/4" Log Run 3 cars
4/4" Fas 2 cars	10/4" Log Run 1 car
4/4" No. 1 Com..... 2 cars	QUARTERED RED GUM
PLAIN WHITE OAK	5/4" Fas 1 car
4/4" Fas 1 car	5/4" No. 1 Com..... 2 cars
4/4" No. 1 Com..... 3 cars	4/4" No. 2 Com..... 2 cars
10/4" No. 1 C & B..... 1 car	5/4" No. 2 Com..... 1 car
PLAIN RED OAK	PLAIN SAP GUM
5/8" Fas 1/2 car	5/4" Fas 1 car
3/4" Fas 1 car	5/4" No. 2 Com..... 1 car
4/4" Fas 2 cars	4/4" No. 1 Com..... 3 cars
1/2" No. 1 Com..... 1/2 car	ELM
4/4" No. 1 Com..... 5 cars	6/4" Log Run 2 cars
5/4" No. 2 Com..... 1 car	12/4" Log Run 2 cars
10/4" No. 1 C & B... 2 cars	6/4" No. 2 Com..... 1 car

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Chicago

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HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
LUMBER CO.**

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Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON,

MISS.

SUPPLY YOUR NEEDS

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HARDWOOD RECORD

is the only exclusively hardwood journal published, therefore it serves the hardwood industry best.

TALLAHATCHIE LUMBER CO.

Manufacturers

BAND SAWED HARDWOODS

155 Madison Ave., Memphis, Tenn.

"The Different Kind"

Our system of treatment and handling prevents stain and warp and produces Gum lumber that is *Bright, Straight and Flat.*

None genuine without the brand



**THE KRAETZER-CURED
LUMBER CO.**

Greenwood, Miss.

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The Lower Peninsula variety excels any other locality in the soft, even texture and straight grained quality of this product. Our complete assortment offers exceptional opportunities.

5/8 No. 2 Common & Better.....	170M
4/4 Selects & Better.....	125M
4/4 No. 1 Common.....	100M
4/4 No. 2 Common.....	80M
5/4 No. 1 Common & Better.....	175M
5/4 Selects & No. 1 Common.....	25M
5/4 No. 2 Common & Better.....	200M
5/4 No. 2 Common.....	50M
6/4 No. 1 Common & Better.....	150M
6/4 Selects & No. 1 Common.....	30M
6/4 No. 1 & 2 Common.....	52M
6/4 No. 2 Common & Better.....	250M
6/4 No. 2 Common.....	75M

Can Furnish Any Assortment Required.

Kiln Dried Stock our specialty

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

Cadillac GRAY ELM

1 car 10/4 Part Dry
3 cars 12/4 Part Dry

Good Widths and Lengths
SUPERIOR QUALITY

Cobbs & Mitchell

(INCORPORATED)

Sales Dept.

CADILLAC, MICHIGAN

P. J. Lawrence Lumber Company

SALES OFFICE:
Syndicate Trust Building
SAINT LOUIS, MO.

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Soft Arkansas Oak,
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Satisfied customers have caused us to enlarge our operations. Our greatly increased timber holdings and modern logging facilities will enable us to furnish even a more complete and satisfactory service, while our experienced organization will continue to handle your business in the same prompt and efficient manner as in the past.

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Sparkman, Arkansas; Fisk, Missouri;
Armored, Arkansas



Hardwood Record

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Vol. L

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No. 6

Review and Outlook

LIBRARY
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GARDEN

General Market Conditions

FORTUNATELY THOSE WHO LOOK to the first of the year as a magic turning post in business have been in the minority. The processes of general liquidation proceeding during the past few months, had before them at the beginning a road too long to be traveled over-night. The most fortunate phase during the current depression is continued lack of panic. What has come about was anticipated and the beginning of the decline found industry in general well prepared to meet it. Today we have, according to the best authorities, truly sound domestic condition with everything to gain and nothing to lose from export possibilities.

Summing up the possible future of export business, one authority says that quite apparently there is a tremendous actual demand in almost all countries for American goods, but no money as yet with which to satisfy that demand. Until some of the financing machinery recently designed is put into operation in the export field, this anomalous situation will probably not be remedied.

Domestically, there apparently is a similar combination of circumstances, though the absence of buying is due more to disinclination than to absence of money. Increasing unemployment, though, has probably injected a factor of moment through decreasing fundamental buying power. It is, therefore, especially encouraging that many of the large industries have resumed operations in the past week or two. Whether or not these industries are resuming because justified by orders, or merely as a matter of policy, regardless of orders, remains to be seen. The list includes large operations in essential lines including automobiles, implements, foundries, etc. This resumption will at least operate to partially check decreasing buying power.

The two outstanding avenues of lumber consumption, considering the matter primarily from the hardwood angle, are the building and the furniture industries, the latter being of course substantially dependent upon the former.

What the prospects are for resumption of building are still not quite clear. According to the best digest, lumber has gone off fifty to sixty-five per cent, thus quite obviously reducing it to a point where prospective builders may make more definite calculations. It becomes apparent, however, that other items of building expense have not been reduced in a like manner. The mass meeting of lumbermen held at Chicago last week firmly established the position of lumber in the building outlook, and the resulting general call to building material handlers of all kinds, scheduled for this month, will undoubtedly result in action tending to reduce and stabilize the cost of other building factors. It is apparent that houses are being offered on the market

today at considerably less than two months ago. Thus it is even more essential that the cost of original construction be substantially reduced.

The great success of the lumber mass meeting and the spirit that prevailed, give promise of equally gratifying results from the general meeting of building material handlers. At least, it will result in evidence that may be presented to the public indicating the precise situation relative to present and prospective building costs, and these have at least the effect of steadying the outlook.

As HARDWOOD RECORD has repeatedly stated, the tremendous potential demand for building can not be permanently denied. Resumption even in a partial measure would tend greatly to stimulate lumber conditions. With such stimulation an actuality, the reaction will be strongly felt in hardwoods as well as in building lumber circles.

This month is notable especially for the current furniture exhibits at Grand Rapids and Chicago. As this issue goes to press the show has been on but a week and it has already become quite apparent that the buying has been exceedingly quiet. One finds, though, a very sane attitude on the part of the exhibitors, most of whom frankly state that they did not anticipate business from the shows. Apparently retailers have not yet liquidated old stocks and certainly are not going to place new orders until their floors are cleared more than at present. Some manufacturers have expressed themselves as believing the absence of buying indicates a buyers' strike. This, though, is not a likely version.

The retailer came to the show to find out what prices are going to be, and second what new styles and lines would be shown so that he might be able to determine what his chances for stimulated retail sales might be. He did not come prepared to buy, but merely to investigate. He will now return and complete his liquidation, at which time it may be anticipated that the beginning of renewal of stocks may be expected.

One point which apparently does not add lustre to the outlook is the prices quoted by exhibiting manufacturers. Evidently the average reduction lies somewhere between ten and twenty per cent, it more likely being below than above fifteen. One manufacturer, in fact, made the observation that he had seen retail stocks offered in Chicago during the current liquidation sales at about the price of similar articles on the floor of the exhibition. On the other hand, some price reductions are as high as one-third off. The all-important point is, can retailers take on goods at these figures and turn them over on their own floors when they have had to resort to spectacular sales during the past month or two in order to effect what liquidation has taken place? Fortunately, though, there will be a price guarantee hitched to current furniture sales. With this knowledge, the retailers may be able to work out their problem. One is impelled to wonder, how-

ever, if the manufacturers could not be lower in their present offerings than present prices indicate.

Apparently the year is opening with the sales inertia which characterized the end of the year 1920 still undisturbed. The closing week or two of the old year was more or less encouraging in that a considerable number of inquiries and orders were forthcoming. Many such inquiries, of course, were market feelers. Others were to establish markets for inventory purposes, which many sales were made to establish losses for the same reason.

The new year opened even less auspiciously, uncertainty of the outcome of the furniture shows being a dominant reason so far as hardwood movement is concerned. At the same time the shows are not yet over and more strength may develop as buyers have the opportunity of more fully analyzing what they find.

The apparent predominance of well-designed new lines gives hopes that retailers may be converted partially, at least, to a "buy now" policy before the sales are concluded, but expectations should not be too keen in that direction.

It is quite apparent that walnut has become an even greater factor in the furniture market this year than ever before, and from the standpoint of the oak men, the evidences of oak used in the higher priced goods is also encouraging. Now if these exhibits will but result in some actual orders placed, even though those orders be not especially large or particularly numerous, the outcome will be entirely satisfactory.

The continued depression prolongs the period of inactivity in manufacturing circles, the number of mills shutting down being constantly augmented, with occasional reports of renewed operations.

However, there has come about a substantial liquidation in labor circles, which coupled with general decreases in other costs and increased efficiency, may eventually work to the point where lumber can be manufactured cheap enough to sell at somewhere near prevailing level. This will come about, though, only even if price reductions are substantially checked in the very near future.

HARDWOOD RECORD believes, as it has for some time, that the first months of the year will be marked only by further adjustments, by continued shifting and sifting of the industrial mass, until it reaches a greater equilibrium. This will merge gradually into the phase of returning business, which change will be marked not by abruptness, but by steady, healthy, accretion based on efficiency, competition and other healthy business influences.

Financing the Lumber Industry

A RECENT ISSUE OF HARDWOOD RECORD contained a well executed article on the financing of the lumber industry, the article being written not so much to give information as to point a condition and seek a remedy. The necessity for some additional means of financing the industry is conceded. In fact, the need for half way means is imperative.

A letter received by HARDWOOD RECORD recently from a well

known lumber manufacturer of good standing, exactly fitted the point raised in the financing article referred to. This man has an accumulation of exceedingly well manufactured lumber, on which he has not been able to realize for the past few months. He seeks \$40,000 to \$50,000 to carry him over the present period of depression.

The difficult requirement of his case, as in the case of so many others in similar position, is that he needs the money for more than the usual thirty, sixty or ninety days, and further that the amount he desires is not large enough to make possible a bond issue that would carry him over a longer period.

It is quite apparent that a short time loan to this manufacturer would not relieve him of the present strain. The maturity of such short time paper would undoubtedly find him in the same condition as at present. Therefore, the necessity of a loan of an intermediate period.

This, and similar instances suggest the thought that lumbermen might thus build an instrument for their own relief, under conditions similar to those now existing, through the formation of a co-operative financing company. Would such corporation be feasible? Of course, it would operate on a business basis, and would reflect the operations of similar instruments in the general field. There are existent today various financing corporations, but they apparently do not wish to touch anything less than several hundred thousand dollars, arguing properly that the cost of analysis and investigation of a small project is just as great as in the case of the larger loan. Therefore, the small offering was not attractive. Probably such co-operative financing body might require a greater charge for service, but if it functioned to relieve well established members of the industry during times when they could not get relief elsewhere, would it not serve as an instrument of tremendous benefit to the industry? Many a block of lumber has been dumped on the market during the past few months merely because financial tightness made it essential. The banks either could not let any money out or if they would make a loan it was for a short period and hence of no real value. In most cases a bond issue was impractical.

In other words, there is an intermediate point in lumber financing not now served by any financing medium. In the interest of each other, and hence of the industry at large and for the purpose of relieving reputable members in distress, the formation of such a corporation might be sufficiently practicable to warrant attention.

Reprints of Hardwood Cut Figures Available

In order to be in a position to promptly meet further demands from the trade for reprints of the statistics showing "Why There May Be a Famine of Hardwood Lumber," a large new lot of reprints have just been made. These will be given to the trade in reasonable number, without charge. The statistics, gathered from about 300 answers to a questionnaire, were published in HARDWOOD RECORD Dec. 25, 1920.

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The Federal Taxation Dilemma

Some Opinions from Leaders of the Woodworking and Lumber Industries on Methods for Mitigating the Burden of National Taxes and Liquidating the Huge War Debt of the Nation

It became evident shortly after the election of Mr. Harding that the problem of Federal tax revision, or reform, was the dominant national issue, taking precedence over such more or less abstract issues as the League of Nations, because of its more intimate bearing upon the immediate daily welfare of every citizen of the country. It was also plain that this problem would dominate the deliberations of the then approaching short session of Congress, and, as well, the extra session of Congress, which the new president will call after his inauguration in March. The emergency financial arrangements of the war period, hastily enacted and necessarily faulty, were to be corrected, and the Federal revenue system placed upon a sound peace basis, looking to the liquidation of the enormous war debt with the minimum disturbance of the normal processes of commerce, industry and other units of national life, and placing upon the taxpaying citizenship the lightest burden consistent with efficient government. This was to be a huge and heavy task, greater than that succeeding any other of our wars, because our national debt had reached the enormous figure of twenty-four billions of dollars, and we had changed from a billion dollar government to a four billion dollar government. Obviously the solution of so vast a problem would engage the attention, not only of the minds of our publicists, journalists and Federal legislators, but the minds of all the men of affairs in the country.

Actuated by this conception **HARDWOOD RECORD** addressed a letter to a number of the outstanding leaders of the woodworking and lumber industries, inviting them to contribute their opinions to a symposium on Federal tax revision. It was not expected that these men would respond with complete systems for the raising of Federal revenues, because taxation is a profound science, demanding special study. But it was believed that all of these men, as large taxpayers, and leaders of important industrial groups, had given some thought to the great dilemma, and had formed opinions as to methods of revision, equally as sound and as valuable as the opinions of the public men directly intrusted with the problem of solution, and of worth as part of the great mass of interested American public opinion.

This belief was confirmed by the replies received, though some of the men invited to express opinions declined to do so because of the fear that they might be encroaching upon the province of expert minds. This was regrettable in that it contracted the scope of the symposium, and no doubt caused the withholding of some interesting viewpoints.

The opinions received, however, are not only interesting, but of real constructive value. In one instance, at least, a comprehensive survey of the problem is attempted and corrective measures formally set forth. This was in the case of W. H. Stackhouse of Springfield, O., president of the National Implement and Vehicle Association, who made the point, however, that he spoke in his unofficial capacity. Mr. Stackhouse happened to have made an eighteen months' study of the problem, forming therefrom "some positive views on the subject." The paper which he contributed to **HARDWOOD RECORD** was filed "through the proper channel, in the Lower House of Congress" and will be personally presented to President-elect Harding by its author. Owing to the completeness of this paper, it has been reserved for publication as a separate article in a forthcoming issue. It should make a valuable sequel to the ideas published in this issue.

All of these views take on extra interest in the light of the debate on Federal tax revision which has already taken place before the Ways and Means Committee of the House and the recent report of the special tax committee of the Chamber of Commerce

of the United States, which has been submitted to a referendum of the fourteen hundred organizations having membership in the Chamber.

The National Chamber's Referendum

It will be of interest, before taking up the opinions in our own symposium to quote the fifteen propositions upon which the membership of the National Chamber has been asked to vote. These propositions are as follows:

1. The excess profits tax should be repealed.
2. Revenues now derived from the excess profits tax should be obtained mainly from taxes on incomes.
3. There should also be excise taxes upon some articles of wide use but not of first necessity.
4. Should a sales tax be levied instead of the taxes mentioned in proposals two and three above?
5. Should a sales tax be levied in addition to such taxes as are mentioned in propositions two and three above?
6. Members voting in favor of question four or question five are asked to indicate below the type of sales tax they advocate. (a) General turnover tax; (b) Limited turnover tax; (c) Retail sales tax.
7. There should be a moderate and graduated undistributed, earnings tax on corporations.
8. Each individual stockholder of a corporation should pay his own normal tax.
9. Income from any new issues of securities which may lawfully be made subject to federal tax should be taxable.
10. American citizens resident abroad should be exempt from the American tax upon income derived abroad and not submitted to the United States.
11. Profits arising from sale of capital assets should be allocated over the period in which earned and taxed at the rates for the several years in the period.
12. An exchange of property of a like or similar nature should be considered merely as a replacement.
13. Net losses and inventory losses in any taxable year should cause redetermination of taxes on income of the preceding year.
14. Ascertainment by the government of any tax based on income should precede payment.
15. Administration of income taxation should be decentralized.

In every instance the contributors to this symposium urged the repeal of the excess profits tax. In the majority of cases they also favored the lowering of surtaxes on incomes, and the placing of a minimum flat tax on corporate incomes somewhere around 20 per cent in addition to the normal 10 per cent tax, making a total assessment much smaller than the 73 per cent average assessment now made on incomes. The enactment of some kind of sales tax as a revenue getter to replace the excess profits tax and the lowered surtaxes on incomes was frequently urged. In general it was conceded that the huge war debt must be liquidated, that the piper must be paid by those who danced the war dance, and, therefore, there can be no escape from heavy taxation for years to come. But it was urged that the Government institute the most radical economies in all its branches, that early maturing war bonds be refunded and that liquidation of the war debt not be attempted in a single generation as proposed by Secretary Houston, but that liquidation be spread out for two and three generations. Thus would the sacrifice of war, as well as its benefits, be shared by posterity. All of the views were broadminded and fair, evidencing a willingness to avoid no legitimate obligation of citizenship and demanding only efficient and equitable taxation.

Dr. Wilson Compton's Views

Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers Association, in urging that the excess profits tax be repealed said that "the opposition of business and industry" to this tax "is predicated upon the belief that the excess profits tax is, in practice, discriminatory, promotive of uncertainty, discourag-

ing to efficiency and economy, tending to create inflation, a retardant to production in many industries and incapable of impartial application to the varying conditions existent in business and industry."

In addition he said:

The opposition of public officials is due to the belief that the excess profits tax, as provided by statute, is incapable of administration in accordance with the provisions thereof or the intention of Congress; that the excess profits tax should be an emergency measure, because capable of providing large revenues quickly; and that the excess profits tax tends to defeat itself through the disappearance of the so-called "excess profits."

Another important feature of present Federal taxation is the high rate of surtax on individual incomes, so great that the income from large estates invested in high class taxable securities has been reduced in many cases to a net return to the estate of less than 2 per cent per year, although the return before the payment of tax may have been 5 per cent. These high surtax rates have driven large investors into non-taxable securities. Today there are approximately sixteen billion of such non-taxable securities, representing an increase of over ten billions during the period of high Federal income tax rates.

Under these circumstances, mortgages which have heretofore been fundamental in the financing of construction are virtually without ready sale because the income therefrom is subject to taxation at such rates in the hands of larger holders, as to be relatively unattractive.

A third defect of the existing law lies in the failure to allow for the deduction from the taxable income of any year the net business loss of preceding years not already deducted from otherwise taxable income.

Were the excess profits tax to be discontinued; the highest surtaxes on individual incomes to be reduced to a rate not exceeding 20 per cent in addition to the normal tax; and net business losses made deductible from the income of succeeding years, the total gross reduction of Federal revenues from these modifications in the tax system would probably be one billion two hundred million dollars in the year 1920.

Assuming that the total Federal revenues must for the present be maintained at approximately the present figure, additional sources of taxation in the event the excess profits and other taxes were discontinued would have to be set up sufficient to make up the loss in revenue caused thereby.

Under the income tax the partnership form of business is subject to taxation as are individuals. The discontinuance of excess profits taxes on the income of corporations should be accompanied by the provisions for the taxation of corporations which would place a corporate form of business as nearly as practicable on a par with partnership form, in so far as the tax liability is concerned. It is possible that a flat increase in the corporation income tax rate from 10 per cent to perhaps 15 or 16 per cent would be the only practicable way of relieving corporations generally from the excess profits tax.

Such a flat rate would, of course, not involve the determination of invested capital but would apply equally to corporations large and small. An increase in the flat corporation income tax rate would probably place a larger proportionate burden on enterprises which ordinarily show a less than average rate of profit. To the same extent, conversely, the most profitable enterprises would pay a smaller tax in most instances than they do under the provisions of the excess profits tax.

In the event an increase in the flat corporation income tax rate were made not to exceed 16 per cent as a maximum; and were the present flat exemption of \$2,000 discontinued in the case of all corporations, the increased flat corporation tax would probably yield something over four hundred million dollars as compared with nine hundred million dollars estimated as the probable receipts from excess profits tax in 1920.

Were the surtaxes on individual incomes reduced as suggested above, the receipts from individual income taxes would probably be reduced by two hundred million dollars, viz., from approximately one billion three hundred million to one billion one hundred million. It is to be remembered, however, that the incomes of corporations which are taxed in the hands of the corporation are also taxable as individual income in the hands of the stockholders upon such part of the corporation income as may be distributed in dividends. The reduction in the tax on corporations as such, does not therefore involve any means on the part of owners of corporations to escape taxation.

Still further to make up the deficit which would be occasioned by the repeal of various existing provisions of the revenue laws, minor business taxes such as stamp taxes on business transactions, excise, first class postage rates and revenues from other miscellaneous sources could probably, without embarrassment to business or undue burden upon taxpayers or upon the consuming public, be increased by two hundred million dollars.

Additional taxes on the sale of a limited group of commodities such as are not absolute necessities of life but are in such strong demand that a small tax thereon would normally be shifted without seriously affecting the production or distribution of such commodities, and where the tax would be capable of definite determination and easy collection would be made to yield, in addition to the revenues already derived from such sources, approximately two hundred million dollars.

The remainder of approximately two hundred forty million dollars necessary to make up the deficit may probably be available through a systematic

and scientific reorganization of customs tariff duties, which should produce approximately six hundred million dollars annually.

The estimated receipts from taxes and duties under existing Federal revenue laws for the calendar year 1921 is about four billion five hundred million dollars. The additional sources of revenue herein described, together with the sources already existing under present laws other than the excess profits tax and the higher surtaxes on individual incomes, would probably produce an equal amount of revenue with a much less disturbance of business; a greater degree of certainty; a conspicuous increase in the ease of administration and the promptness of final determination by the Treasury Department of the taxpayer's liability and a decrease in the cost of tax collection.

This can be accomplished without resort to a general sales tax. If, however, a general sales tax at a low rate is preferable to the individual income tax and the tax on sales of the limited group of commodities described therein, such a sales tax could be readily imposed to produce between a billion and a billion and a half dollars. This would make possible a considerable reduction in the income surtax rates on individual incomes. A general sales tax is, however, likely to be as inequitable in practice as is the present excess profits tax. Its strongest recommendation is the probable greater ease of collection and administration and the practicability of increasing or decreasing the rate of taxation to meet the fiscal needs of the Government, probably without causing serious business disturbance in most industries.

A general sales tax, however, if adopted, should carry with it provision for the relief of those enterprises which have an unusually high rate of turn-over annually, which might in some cases, even at a rate as low as 1% on sales, be subjected to a tax annually equal to 75% of their capital invested.

In my opinion, after having given careful study to the conditions created by existing Federal revenue laws, the excess profits tax is, in practice, defensible chiefly for emergency needs where the equitable distribution, of taxes is a consideration secondary to the quick productivity of revenue; that it cannot be administered in practice in accordance with the principle laid down in the statute and that it is incapable of prompt and economical administration. These conditions, if true, are sufficient to warrant the repeal of any tax.

I believe that the highest surtax rate on individual incomes may wisely be reduced in the expectation of inviting investment in other than non-taxable forms. A tax on the sales of wisely selected commodities the tax on which can readily be shifted, is, in my mind, preferable to a general sales tax. I believe, also, that under present conditions the customs tariff duties should be so rearranged as to secure the highest possible revenue from such source without discouraging the imports of commodities from countries debtor to the United States. This is the only practicable means which debtor countries have of paying their obligations, which, to the United States Government alone, not including the amount due to private creditors in the United States, amount now to over ten billion dollars.

No change in the Federal revenue laws can relieve business and industry from a heavy burden of taxation. The United States Government is confronted by the early maturity of more than five billion dollars of its bonded obligations in addition to nearly two billion dollars of other forms of indebtedness. These obligations must be met, although a large part of these debts may practically and wisely be funded into long time bonds. An effort should be made constantly and gradually to reduce the public debt. The cost of the war should not be wholly saddled upon the present taxpayers; it should be distributed over a considerable period. Until, however, the cost of Government through the institution of economies in the public business, for which economies there are many opportunities,—shall have decreased the Federal revenue needs, any substantial reduction in the burden of taxation on citizens generally may not reasonably be expected. What may be expected and appropriately demanded is that the Federal tax system shall be scientific and systematic; that it shall be capable of simple and prompt administration; that it shall be such as to enable the taxpayer to ascertain with reasonable promptness his total tax liability, so that undetermined and contingent amounts due to the Government in back taxes shall not be allowed to hang over the taxpayer's head indefinitely like the sword of Damocles.

The taxpayer is willing to pay his share of the needed public revenues. The administration of Federal taxes is a business in which the Government is engaged and it should be conducted in a businesslike way.

Mr. McClure's Opinions

John W. McClure of the Bellgrade Lumber Company, Memphis, first vice-president of the National Hardwood Lumber Association and president of the National Association of Wholesale Lumber Dealers, likewise opened his letter with a castigation of the excess profits tax. Mr. McClure disclaimed any attempt "to analyze and grasp all of the details or even study closely" the broad question of Federal taxation. He wanted it understood that his "ideas are very general on this question." "I feel, in common with a majority of the business men of America," Mr. McClure continued, "that the excess profits tax is absolutely wrong in principle and

(Continued on page 24)

Lumber Unites to Revive Building

Mass Meeting Results in Call to Other Elements of Building Industry to Join in Nation-Wide Effort

The tremendous financial resources and vast dynamic energy of the entire lumber industry of the United States, from the Atlantic to the Pacific and from the Great Lakes to the Gulf of Mexico, was, in effect, united and launched upon the task of cutting away the barriers that are stagnating the building operations of the country, and denying proper housing to a multitude of the Nation's people, at a mass meeting held in Chicago on Jan. 5 and 6. Made up of the representatives of every region in the country producing construction lumber, this meeting comprised participants speaking for more than eight billion feet of production annually, substantially one-half of the production represented in the National Lumber Manufacturers' Association.

The movement started at this meeting is one of the most significant, powerful and determined efforts yet begun to breathe new life into the long-sleeping building industry and stimulate it to normal activity.

The impelling force of the movement is the hope that the industries, including labor, producing the other building commodities may find it possible to return their values to levels consistent with

to "call upon all other industries, and labor, which furnish the essential elements entering into the costs of construction, to join with us in contributing their just part toward the resuscitation of the activity of this needful industry."

This resolution stated in addition that "to this end, the producers of lumber pledge themselves, and invite the coöperation of all other essential industries * * * and all those who are interested in reaching a practicable solution of the Nation's housing problem, and in promoting the happiness, peace and comfort, and the profitable employment of the American people."

The mass meeting "therefore request(ed) the National Lumber Manufacturers' Association to call, through its executive officers, a conference of these essential industries for the 21st and 22nd of January, 1921, at Chicago, Ill., to the end that these and the related problems of finance, transportation, taxation and the restoration of public confidence may be properly considered, and ways and means devised for attaining the end sought, namely, the revival of the building industries of the United States.

The essential industries referred to are the leading producers of

The Call of All Interested Forces to the Task of Reviving Building

WHEREAS, There is a pressing national need for the revival of building activity, so that the people may have adequate and suitable homes, and that necessary industries may be able to secure the facilities essential to their efficient operation; and

WHEREAS, The prompt restoration of normal processes in the production and distribution of commodities and the early resumption of building require that a basis of building costs be reached in the reasonable permanence of which the public will have confidence; and

WHEREAS, The resumption of normal building activity may not be expected until the prices of commodities entering into the cost of construction shall be publicly understood and the reasons therefor; and

WHEREAS, An important factor, which concerns every community in our country, is that of labor; and

WHEREAS, We believe in the dignity of labor, as no country on earth has ever had prosperity, long continued, where labor has been discriminated against, or where it has not received a just reward; and we believe that, although it must have its proper reward, it must, if building activity is to be

successfully revived, accept, in most localities, less than its present wage scales.

THEREFORE, BE IT RESOLVED, At this mass meeting representing the producers of lumber throughout the country, that "in our judgment, to the end that construction activity may be resumed, and the needs of the people be supplied on a fair, just and stable basis, all construction industries, and labor in the building trades, should recognize the deflation which has taken place, and should place their respective activities upon a basis consistent with the public interest in the revival of building activity."

We, therefore, call upon all other industries, and labor, which furnish the essential elements entering into the costs of construction, to join with us in contributing their just part toward the resuscitation of the activity of this needful industry.

To this end, the producers of lumber pledge themselves, and invite the coöperation of all other essential industries, referred to in this resolution, and of all those who are interested in reaching a practicable solution of the Nation's housing problem and in promoting the happiness, peace and comfort and the profitable employment of the American people.

the present prices of lumber, to the end that public confidence may be restored in the matter of building. Thus it is hoped that the great pent up demand for buildings may be released, and all the elements of housing construction set in motion.

The life germ of the campaign is the fact that lumber prices have reached a level which no longer stands in the way of the most conservative building investment, but rather offers every encouragement to it. Lumber is right, and the question is, "Can other prices be set right and can the public be advised of this?"

The members of the mass meeting adopted a resolution in which they declared it to be the sense of the meeting that "all construction industries, and labor in the building trades, should recognize the deflation which has taken place, and should place their respective activities upon a basis consistent with the public interest in the revival of building activity."

Consistent with this resolution the mass meeting further resolved

brick, structural steel, cement, lime, sand, plumbing, stone and granite, glass, paint, clay products, etc.

Another resolution recorded the recognition by the lumber producers of the indispensable need of the coöperation of the wholesale and retail branches of the lumber industry if their plan for reviving building is to be successfully prosecuted. This resolution recommended, therefore, "that in all of our deliberations and undertakings, connected with the revival of building activity, representatives of these two branches of the industry be invited to participate." This recommendation was prefaced by the following: "Realizing the importance of the wholesale and retail branches of the lumber industry in the efficient distribution of our products and feeling that any plans for the promotion of building industry will be incomplete and lack in results without their coöperation, we recommend, etc."

The stagnation of building was treated throughout the period of

the mass meeting as an emergency, which is not only seriously interfering with the well being of the people of the country, but also with the functioning of all elements contributing to construction. The meeting opened with a consideration of the action of the Northern pine manufacturers, who conducted, and are conducting, a campaign of publicity through the newspapers of Minneapolis and St. Paul (the Twin Cities) to advertise the fact that lumber prices no longer stand in the way of conservative building projects; that prices of this commodity have receded to normal levels, and that were labor and other elements in the same position there would be nothing, in so far as cost of commodities is concerned, to retard building. Therefore, the meeting:

Resolved, That we heartily commend the action of the Northern Pine Manufacturers' Association in using the medium of publicity to lead the way back to normal in the prices of all elements entering into building construction, including labor; that we commend their plan to the National Lumber Manufacturers' Association for use in meeting the said emergency if and when, in the judgment of the directors of the National Lumber Manufacturers' Association, the occasion demands it, and request those in charge of the campaign of the Northern Pine Manufacturers' Association to lay before the directors of the National Lumber Manufacturers' Association all helpful data in their possession and to give to the National Lumber Manufacturers' Association every assistance which their experience as pioneers has shown to be available.

It is anticipated that following the meeting in Chicago Jan. 21 and 22 of the lumber industry, with representatives of the other elements of the building industry, it will be possible to determine whether or not the emergency requires the resort to a nation-wide campaign of publicity, along the lines pursued by the Northern Pine Manufacturers' Association.

Provide for the "Sinews of War"

In order that the sinews may be provided for carrying out the aims of the mass meeting, designated in previous resolutions, the following proposals for publicity for the lumber industry were presented and unanimously adopted:

PROPOSAL I

That each regional lumber manufacturers' association assess its members the equivalent of not more than two cents per thousand feet of production during the calendar year 1920.

That ten per cent of the total amount thus assessed be payable at an early date; that the remainder be payable in installments at such periods as may be later arranged.

That the funds thus provided be administered by the National Lumber Manufacturers' Association, through a committee consisting of one representative of each regional association making above assessment, and under the general advice and guidance of the executive committee of the National Lumber Manufacturers' Association.

PROPOSAL II

That the National Lumber Manufacturers' Association, acting with the advice and under the guidance of the executive committee of its board of directors, be requested to ask lumber manufacturers, wholesalers and retailers, whether they are or are not members of any regional lumber manufacturers' association, for subscriptions to a publicity fund, such subscriptions to be equivalent to not more than two cents per thousand feet of lumber produced during the calendar year 1920, the total fund thus raised to be administered by the National Lumber Manufacturers' Association in the manner indicated under Proposal I.

PROPOSAL III

That regional lumber manufacturers' associations be requested to raise a publicity fund of a certain minimum amount, in the case of each such association, said fund to be administered by the regional association in accordance with the general publicity plan to be worked out by a committee of the National Lumber Manufacturers' Association, consisting of one or more representatives of each regional association joining in this activity.

In the event it becomes necessary to stage a nation-wide advertising campaign to advertise the position of the lumber industry and restore the public confidence in building, one or the other of these three methods will be adopted for the raising and expenditure of the funds requisite.

Summons Federal Attention

Desiring to attract the attention of the Chamber of Commerce of the United States to their campaign the mass meeting "resolved that the secretary-manager of the National Lumber Manufacturers' Association be, and he is hereby requested, to immediately acquaint the housing expert of the U. S. Chamber of Commerce, as to the present condition of prices in the lumber industry, and with the

fact that so far as lumber is concerned, the housing needs of this country can be supplied on a normal basis."

A conception of the great advantage that might accrue to the unhoused American public, as well as to the lumber industry itself, should the Federal Trade Commission complete the investigation of the lumber industry, begun in November, 1919, but arrested coincident with the downward turn of lumber prices, resulted in a resolution being addressed to the commission in question. The gist of this resolution is as follows:

WHEREAS, The field investigations of the commission's examiners were discontinued several months ago, and at that time the demand for lumber prices received therefor were at the highest point reached in the history of the industry, and were abnormally high during the entire period covered by the field investigation of the commission's examiners; and since the time when such field investigations were discontinued the mill prices of lumber have declined from 45 to 65 per cent; and we understand that the commission desires to secure complete and accurate information, correctly representing the facts about the lumber industry;

THEREFORE, BE IT RESOLVED, That we request the Federal Trade Commission to bring down to date its investigation of the lumber industry.

Another resolution recommended "to the National Lumber Manufacturers' Association the publication of an advertisement in the lumber journals addressed to the retail lumber dealers," in which the attention of the dealers is to be directed to the prospect for selling large quantities of building lumber to farmers and other large consumers, and an offer made to furnish the kind of forceful, convincing advertising copy needed to exploit the opportunities pointed out for sales.

The meeting was held pursuant to a call sent out by a committee of lumbermen of which Edward Hines, president of the Edward Hines Lumber Company of Chicago, was chairman. Composing this committee, besides Mr. Hines, were Charles S. Keith, Kansas City, Mo.; R. A. Long, Kansas City, Mo.; R. B. Goodman, Marinette, Wis.; R. M. Weyerhaeuser, St. Paul, Minn.; J. H. Bloedell, Seattle, Wash. and Philip Buehner, Portland, Ore.

Owing to a sudden attack of appendicitis, which necessitated an operation, Mr. Hines was unable to be present at the meeting he had called. His absence and the loss of his counsel was deeply deplored by the mass meeting, and they recorded their sentiments in a resolution, which conveyed their expression of "appreciation of his interest in everything that pertains to the welfare of the lumber industry" and voiced their pleasure at his rapid recovery, hoping for his "prompt return to his business, family and friends."

Committee of Nine Formulates Plan

The resolutions adopted were presented on the morning of the second day of the meeting by a committee of nine of which Mr. Goodman, as chairman, was an ex officio member. This committee comprised John W. Blodgett, Grand Rapids, Mich.; J. H. Bloedell, Bloedell Donovan Lumber Mills, Seattle, Wash.; W. A. Gilchrist, Three States Lumber Company, Chicago; E. L. Carpenter, Shevlin-Carpenter-Clark Company, Minneapolis, Minn.; John H. Kirby, Kirby-Bonner Lumber Company, Houston, Tex.; D. O. Anderson, Anderson Lumber Corporation, Marion, S. C.; Frank Schoefflin, Central Coal & Coke Company, Kansas City, Mo.; William S. Bennet, Chicago, attorney representing the Edward Hines interests, north and south; F. A. Bannister, Long-Bell Lumber Company, Kansas City, Mo., and L. S. Case, Weyerhaeuser Sales Corporation, Spokane, Wash.

The committee selected as advisors for their deliberations the secretaries or representatives of a number of the lumber associations. Among these was O. T. Swan, Oshkosh, Wis., secretary of the Northern Hemlock and Hardwood Manufacturers Association; J. E. Rhodes of New Orleans, secretary of the Southern Pine Association; Vaughn Camp of Norfolk, Va., secretary of the North Carolina Pine Association. Members of the committee represented other associations, Mr. Carpenter the Northern Pine Manufacturers' Association, and several of the others the West Coast and Southern Pine associations.

The meeting was convened at 10 a. m. Jan. 5 at the Congress Hotel by Judge Bennet, acting for Mr. Hines. Immediately afterward Mr. Goodman was elected chairman and the meeting

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The Grand Rapids Furniture Exhibit

Present Market Is Compared with Those of Past Years and Its Significance to the Hardwood Industry Pointed Out

By Wm. B. Baker,

Secretary National Council of Furniture Manufacturers

On January 3rd the largest exhibit of furniture, in point of number of manufacturers, opened at Grand Rapids, Michigan, and will continue for three weeks. Four hundred and fifty lines of furniture are on exhibit, which number is about 20 per cent in excess of any previous exhibit. It is worthy of notice that many specialty lines have made an appearance, such as factories making wood beds only, or factories making one, two or three designs of bed room or dining room suits. All of the available space in the several exhibition buildings is crowded with samples and other space outside the buildings, never so employed, is being utilized to show the samples of the lines unable to house their display in the exhibition buildings. The local factories, as usual, are showing their lines at their factory show rooms. These exhibits are very interesting indeed.

It is stated that during the past two years 64 manufacturers of furniture divorced their product from furniture as such, and took on contracts for phonograph cabinets. Having exhausted that effort, some of those factories are now reëntering the furniture field, and in most cases are devoting themselves to specialties as mentioned rather than to any general line of furniture.

The opening week closed with an attendance slightly in excess of 600 retail buyers.

The situation during this market is marked contrast to that experienced on similar occasions the past two years, as on those occasions the retail buyer was seeking merchandise. Failing to secure all that was needed from regular lines of supply, the buyers pyramided their orders and bought wherever they felt that they could secure shipment. During the past six months the dealers have cancelled all unfilled orders and the manufacturers of furniture have been devoid of new business upon which to predicate the production of their patterns, and as their order books ceased to function the factories have reduced hours of operation and in many cases have closed down until orders are received in sufficient amount to warrant resuming operations.

Furniture manufacturers the past 60 days have earnestly sought to establish values for their product to be sold the first six months of 1921, which values would reflect replacement costs. The buyer attending the Grand Rapids market has found much variation in the price for furniture of similar character. In some cases it is obvious that the manufacturer has established some prices which are devoid of any profit, in fact, there are cases where furniture is marked at values which are less than cost of production. If low prices were the sole demand of the retail dealer certain lines would have secured all of the business placed in the Grand Rapids market. If one believed all the reports in circulation such a condition might be accepted as the fact, but that condition has not developed and there is considerable furniture being sold at the asked price, which price is not the minimum in the market. I take the fact to indicate the judgment of the retailers is influenced, when placing orders for merchandise actually needed to balance their stocks, to consider quality of merchandise and service rendered the past two years as factors, even regardless of price. Many manufacturers of furniture in the

stress of meeting the abnormal demand shipped merchandise which when in the hands of the retailer made an unfavorable impression because of its shoddy condition.

The average retailer of furniture in going to the Grand Rapids market had an idea that prices would be much lower than were found to be in force. That disappointment will doubtless tend to hold up buying of furniture in anticipation of needs on the part of the retailer and the speed with which such buying develops depends entirely upon the stability maintained by the manufacturers of the prices asked for their product.

There is much talk among the retailers that prices for furniture should be lower because of the great reductions in the price of lumber used in the manufacture of furniture, also the liquidation of labor,

both of which items are given much comment in the public press. The manufacturer in practically every case has taken a marked loss on lumber inventoried Dec. 31, 1920, and is using today in his cost computation the lowest quotations obtained on the lumber entering into his product. The chaotic condition of the lumber market is such that a manufacturer of furniture is hard put to arrive at a figure which would be universally used by furniture manufacturers. If the prices of hardwood lumber were stabilized during December the prices asked for furniture by the manufacturer would certainly reflect such stability much more than is evidenced at the Grand Rapids market.

There is no indication that the percentage of wood used in the manufacture of furniture is going to change materially for the year 1921 over what was consumed in 1920. There is evidence of an increase in the amount of decorated furniture now being shown and that will ultimately have a tendency to change the ratio of grades of lumber used by the manufacturers of such furniture.

A canvass of the stock of lumber on hand with furniture producers shows that 90 per cent have stocks sufficient to cover their requirements for six months of normal production. That means the bulk of the furniture manufacturers of necessity must enter the lumber market in March and April in order to secure supplies which will be in dry condition and available for use in the early part of the last six months of this year. The many reactions, experienced by furniture manufacturers compelled to accept green lumber in the last 12 months, have taught an obvious lesson, and yet it is a question of serious import as to how far the present stocks of dry lumber in the hands of the saw millswill cover the needs of the furniture producer when the bulk of such manufacturers seek to cover their requirements.

Never in my observation of the previous forty exhibits of furniture at Grand Rapids have I noted a condition of confidence existing with the manufacturers of furniture as to the future or such complacent acceptance of the situation now existing. The determination is very marked that furniture will not be produced in excess of the demand, and that unless the dealers buy as they need there will arise a situation in the early part of the coming spring when merchandise will be

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Wm. B. Baker

Little Buying on Chicago Market

Early indications at the January session of the Chicago furniture market are to the effect that the dealers in the mass are not yet ready to resume buying. However, there is the possibility that the situation may improve somewhat before the termination of the market at the close of the month. The National Retail Furniture Dealers' Association will hold its annual convention at Chicago Jan. 13 and 14, and this is expected to swell the number of buyers in the market very substantially. The increase in the number of buyers may in turn add substantially to the volume of orders placed. Nevertheless, this is only problematical.

Up to the end of the first week of the market, however, the buying had been practically nil, and the attendance only nominal. But 200 buyers registered the first day (Jan. 3) of the present market, while 600 registered on the first day of the July market. Up to Friday, the fifth day of the present market, the buyers registered totaled only 500, as compared to a registration of 1,300 by the fifth day of the January, 1920, market.

But this small registration may be partially accountable to the fact that during the first week of the previous markets, with which this one is compared, the dealers held a convention in Chicago, which naturally had the effect of drawing a good many buyers into the market who otherwise might not have attended. This time the convention will not be assembled until the second week of the market. And, also, it is said that many buyers have the habit of visiting the Grand Rapids market first, later coming on to Chicago.

The manufacturers exhibiting in the market make various interpretations of the almost total lack of buying, some of them even expressing the extreme opinion that the buyers are concertedly holding out of the market in the effort to smash present price levels. The lines offered on the market, according to the various estimates of the exhibitors, show a reduction in prices from the July market of from 10 to 33½ per cent on the average. The more pessimistic of the manufacturers say that the buyers are not satisfied with this reduction, having expected to be able to buy at prices representing much more radical reductions and nearer what they consider normal prices. The furniture manufacturers in the main have merely marked their prices back to the April levels.

Other manufacturers take an exceedingly optimistic view of the situation. One exhibitor said that he was convinced, after talking to a large number of dealers who have been in to look over his exhibit, that the revival of buying will be only the matter of a few weeks. When he opened his exhibit it was his belief that the revival might be two or three months off. One large maker of dining room and living room suites was not the least dismayed by the dearth of buying. He said that he believed that by the first of April the dealers would resume buying in considerable volume. Retail stocks are now considerably depleted, he said, but the dealers are determined to further liquidate them before replenishing. This, he said, they will be able to do within the next ninety days, and they will then be forced to make new purchases early in April. Their attitude is an exceedingly healthful one, in his opinion, and will result in more good to the industry in the long run than if they should buy heavily just now. By shrinking their stocks instead of buying the dealers are increasing their financial assets and reducing their liabilities, thus augmenting their ultimate purchasing power. This method will minimize failures during the period of extreme depression. This man believed that by April a large number of the furniture manufacturers will have resumed operations, and that by July 1 over 60 per cent of them will be operating on full or nearly full time.

Views more or less similar to this hopeful one were expressed by other large manufacturers on the market. One man said that while only a small volume of orders might be taken on this market, he

believed many of the manufacturers would go back to their plants and start making up small numbers of their patterns in preparation for the demand that would develop between this time and spring.

The opinion was frequently expressed that following this market the manufacturers would begin to enjoy a good road business. Many of the dealers who merely looked around in Chicago and Grand Rapids will buy the stock they need when salesmen call on them at their stores.

The optimist referred to above said that at present price is no object to the dealer. He is simply not in the mood to buy, and attractive reductions will not tempt him to deviate from this attitude. He won't buy until the depletion of his stocks has reached the point where he is compelled to do so.

One manufacturer said that the dealer is deterred from buying at present prices because of the fact that he is being forced to offer his furniture at about the same figures the manufacturers are now asking for replacement.

Virtually all the manufacturers are offering their stock at prices guaranteed against decline, some of them until time of delivery of goods and others for from three to even six months. In other words, the dealers may buy goods and place them in his warehouse and be guaranteed for a substantial period against any depression in the value of his purchases.

In the main the manufacturers are offering revised, though not many entirely new, patterns in the January market. The Queen Anne and William and Mary periods still dominate. Patterns were revised with a view to improving their value as related to price.

A further growth in the wide popularity of American walnut was very definitely indicated in the patterns offered in dining room, living room and bed room furniture. Mahogany appeared to be holding its own very well in living room and bed room furniture, especially the latter. Most of the better class of patterns are offered in both the walnut and brown mahogany finishes. But one manufacturer, at least, was offering his high class dining room suites in oak as well as walnut and mahogany.

Indications were that 1921 will see some increase in the employment of oak in high class furniture. Oak was still the dominating wood used in the construction of dining and living room suites for the less cultivated classes of trade in the southern and western industrial communities. But walnut was the outstanding finish employed for stock made up for the sophisticated eastern trade. In short, American walnut will be the premier cabinet wood of 1921.

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wanted but not accessible and the furniture manufacturer will find that his then need for lumber will put him in competition with other fabricators of hardwood and the supply on hand with the saw mill interests of dry lumber will, in my opinion, be very soon exhausted.

One fundamental fact which largely contributes to the confidence existing with most furniture manufacturers, that the future business for this year will adjust itself to a satisfactory degree, is the greater universal knowledge as to costs which the furniture craft as a whole has achieved through the past few years. Manufacturers are willing to reduce their values as costs permit, but are not willing to manufacture at less than cost in order to meet with a competition based upon an unsound method of figuring costs with a sharp pencil, ignoring the conditions as they actually prevail.

The opinion exists that there will be no decisive buying of lumber by the furniture manufacturers until orders are received from the retailers in sufficient volume to warrant factories operating. On the other hand, as fast as the furniture factories start operations they will be in the market for the lumber they require.

News from the National Capital

Hearings on the Snell bill for a national forest policy, which includes fire protection for the forests, will probably take place very soon, according to Charles L. Pack, president of the American Forestry Association.

"This measure," said Mr. Pack, "is one of the most important pieces of legislation ever presented in Congress. It has the backing of the newspaper publishers, the wood users and every correlated industry and organization.

"With the forest fire loss around \$30,000,000 a year, and the fact that we are using the forests about four times faster than we are producing them, prove this is the time for action. We must put our idle land to work. Hearings on the Snell bill should be called at once."

* * *

The Interstate Commerce Commission announced that the proposed increase of one cent per 100 pounds on lumber, logs and other forest products from certain points in Virginia and North Carolina to Norfolk and Portsmouth, Va., is not justified. The proposed tariff was filed by the Seaboard Air Line Railway Company, the Atlantic Coast Line and the Norfolk Southern Railway Company.

Lumber dealers and manufacturers protested and the schedule was suspended previously until January 28.

* * *

Representatives of manufacturing and producing interests of the country are in Washington and will remain here until the middle of February to help in the making of the new tariff law by the next Congress.

Hearings have already been begun before the ways and means committee. "First aid information" is what the committee says it wants from these witnesses on the various schedules as they are taken up. The purpose of the bill to be prepared, after all the facts are elicited, is to enact a tariff which will protect American industries, foster them and provide employment for labor at wages commensurate with the American standard of living, as contrasted with conditions of workingmen in other countries.

* * *

Attorney General Palmer announced the appointment of William Rand and Isidore J. Kressel of the firm of Jerome, Rand & Krussel of New York City as special assistants to the attorney general to take charge of all cases, civil and criminal, which may develop from investigations now proceeding both in New York and elsewhere.

* * *

The House banking and currency committee favorably reported the McFadden bill, permitting Federal reserve banks to discount paper for member banks in excess of 10 per cent of their capital and surplus, but not in excess of 20 per cent, when Liberty bonds are given as security. The bill was amended to restore the 10 per cent limit after October 31, 1921.

* * *

The United States is legally bound under the treaty with Germany to return the property of German citizens seized in this country during the war, Representative Charles P. Caldwell, Democrat, of New York, declared in introducing a bill providing for the restoration of this property by the alien property custodian. This property amounts to approximately \$500,000,000.

* * *

The Department of Justice has taken official recognition of the developments in the investigation of the building trades in New York and is preparing to thoroughly inspect all evidence produced which may indicate violation of Federal statutes.

The House, following the lead of the Senate, overrode the President's veto of the resolution directing revival of the War Finance Corporation by a vote of 250 to 66. Of those who voted to sustain the President, 49 were Republicans and 17 were Democrats.

Eugene Meyer, Jr., former chairman of the corporation, said that he believed the Secretary of the Treasury would revive the corporation immediately. No additional legislation is necessary, he said, nor will new appropriations be necessary.

* * *

Lumbermen Gain Inventory Decision

The lumber industry is very much gratified at the decision made by the Internal Revenue Bureau on Dec. 30 that tax returns for the year 1920 are to include inventory returns based on "cost or market prices," whichever is lower, without the specific permission heretofore required.

The decision provides that the term "market" means the current bid prices of the goods being inventoried and that this method of valuation may be applied (a) "to goods purchased and on hand, (b) to the basic elements of cost in goods in the process of manufacture (materials, labor and burden), and (c) to finished goods on hand; exclusive, however, of goods on hand or in process of manufacture for delivery upon firm sales contracts at fixed prices entered into before the date of the inventory, which goods must be inventoried at cost." "Where no open market quotations are available, the taxpayer must use such evidence of a fair market price at the date nearest the inventory as may be available, such as specific transactions in reasonable volume entered into in good faith, or compensation paid for cancellation of contracts for purchase commitments," says the decision, and continues:

"Where, owing to abnormal conditions, the taxpayer has regularly sold such merchandise at prices lower than the current bid prices as above defined, the inventory may be valued at such prices, and the correctness of such prices will be determined by reference to the actual sales of the taxpayer for a reasonable period before and after the date of the inventory. Prices which vary materially from the actual prices so ascertained will not be accepted as reflecting the market and the penalties prescribed for filing false and fraudulent returns may be valued for purposes of the inventory on the lowest of the following bases:

(1) The replacement or reproduction cost prevailing at the date of the inventory; or (2) the proper proportionate part of the actual finished cost; or, under abnormal conditions, (3) the proper proportionate part of the sales price of the finished product, account being taken in all cases of the proportionate part of the total cost of basic elements (materials, labor and burden) represented in such goods in process of manufacture at the stages at which they are found on the date of the inventory. The inventories of taxpayers on whatever basis taken will be subject to investigation by the Commissioner, and the taxpayer must satisfy the Commissioner of the correctness of the prices adopted. He must be prepared to show both the cost and the market price of each article included in the inventory. It is recognized that in the latter part of 1918, by reason among other things of governmental control not having been relinquished, conditions were abnormal and in many commodities there was no such scale of trading as to establish a free market. In such a case, when a market was established during the succeeding year, a claim may be filed for any loss sustained in accordance with the provisions of Section 214 (a) 12 or Section 234 (a) 14 of the statute. See articles 261-268.

General L. C. Boyle, chief counsel for the American Hardwood Manufacturers' Association, who was on the taxation committee which held the conferences with the Internal Revenue Bureau, in commenting on the new ruling said:

"The lumber industry is covered fully by paragraph 'C' of the new ruling which means, briefly, that the lumber men may take their inventories at cost or market, whichever is lower. It is just as they feel about it.

A similar interpretation of the new ruling was made by Carl Stevens, new chief of the Timber Section of the Internal Revenue Bureau.

The Federal Taxation Dilemma

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should have been abolished with the close of the war." Then he continued as follows:

The whole idea of the excess profits tax was wrong in its conception. This tax never fell heaviest where it was intended to fall, upon the large corporations and upon those concerns who were making huge profits from war contracts. Instead of that, the greatest burden of it fell upon the rank and file of business and industry, putting a wet blanket over the entire fabric of American business, whose utmost efforts were sorely needed as a background for the successful prosecution of the war. The natural result was the shortage in production, the shortage in the necessities of life, and undue increase in the cost of living and prices of all commodities. It was a pernicious and unscientific tax from the very beginning of its passage. The only excuse for it was the necessity for the quick passage of a revenue bill which would produce the money necessary for carrying on the war. There has been absolutely no excuse for the continuation of this excess profits tax beyond the close of the year 1918.

I have been reading some of the ideas which Senator Fordney has expressed upon this question of Federal taxation, and it seems to me that all of his ideas are sound in principle. Federal taxation should be put on such a simple basis that it would not require a corps of lawyers and expert accountants to enable a business man to figure out how much he owes the Government. I think the income tax should be put on a flat basis, so that each taxpayer would pay in proportion to his income, whether it is large or small. I think the exemption should be lowered so as to place a small tax upon a large number of wage-workers and small salaried men. My theory is that every voter who derives benefit from our Government should be required to pay some tax, even if very small, to the Government in order to give the voter a more personal and direct interest in the proper expenditure of the Government's revenue. I am in favor of a retail sales tax and opposed to any tax on the privilege of holding land and natural resources. I am confident that such a tax would not have the desired effect, but would simply be passed on to the consumer, and I would consider such a tax almost as vicious as the excess profits tax. In the new tax legislation I think the only sound basis upon which the new laws should be constructed would be to get away entirely from any idea of taxing one particular class for the benefit of another. The taxes should fall on all alike in proportion to their ability to pay. If any line is drawn anywhere I think it should be so drawn as to encourage work and industry by placing a lighter tax upon those who actually work and earn their income as distinguished from those who acquire it without work or effort. Even this distinction, I believe, would lead to endless complications, which should perhaps be avoided.

I have nothing original to offer in the way of an opinion upon this big subject. I am willing to leave this matter to those who have studied it more deeply. What I am more interested in is the stoppage of waste in Government expenditures, the reorganization of Governmental departments, the cutting off of all lost motion and of all useless, antiquated and obsolete commissions, bureaus and other Governmental creations, which are simply kept up to afford meal tickets to political followers of those in high places.

I believe that there are business men in this country big enough to tackle this job and cut our Government expenditures half in two without decreasing in any way the efficiency of any of the necessary functions of the Government. This is a matter which I consider equally as important as the question of taxation, and I believe that public opinion should be aroused to the necessity for a budget system and some means of giving great publicity to the Government expenditures.

Mr. Anderson Favors Indirect Taxation

Col. S. B. Anderson of Memphis, dean of southern hardwood lumber manufacturers, a leading southern republican and recent president of the National Veneer and Panel Mfrs.' Association, urged the old indirect method of taxation, as embodied in the protective tariff, because of its being the less onerous method of the always onerous business of raising taxes. He said:

The question of Federal taxation appears to be the topic uppermost in the American mind. The war has been fought and the war debt contracted, which means that larger sums of money must be raised by taxation to pay interest on this immense debt, and to pay the enormous current expenses of the Government. Unfortunately, with the return of peace did not come return of Governmental economy. A few years ago a billion dollar Congress was a scandal. Now we talk in billions and think in billions, and we, the American people, must pay the bill. The tax collector, in any form, is not popular, but he must be endured. The old indirect tax, which all of us helped pay and none of us felt—except during a political campaign—was the least onerous of all taxes, and when practical, I believe it should be restored, together with its protective features. The American market is the best market in the world and should be retained for American products of raw material and manufactured goods, and when it is surrendered it should bring some compensation in the way of revenue for Government expenses. I understand, of course, that this

old idea is out of date in some quarters—is not idealistic—and is not in line with international and other frills, but it is backed by common sense and it works well, but only a small part of the revenue required by the Government can be procured through this channel. A regular income tax cannot be successfully attacked. We do not like to pay it, but this applies to any form of tax, and, in my judgment, a good per cent of our revenue will come from this source. Now whiskey, instead of being a source of revenue, is an item of expense—it costing much more to enforce the prohibition laws than is taken in as a liquor tax. This item will probably become a greater burden as time elapses. If the postoffice pays its own expenses it is all that should be expected. The mail service should never be allowed to become a source of revenue, but its charges should be reduced as earnings increase and improved mail service given to the public at actual cost.

The larger part of the Government revenue has come from that tax that has no friends nor defenders—the excess profit tax. It is not necessary to enumerate its iniquities. We have this discussed on every street corner and in every office, but this method of taxation is efficient—it gets the money. That is, it has up to now, but this, together with its associate, the regular income tax, is a very uncertain proposition. With business prosperous, as it has been for the past two years, these two items of taxation were very prolific, and could be defended, if on no other ground, on the plea that they produced the revenue required. Evidently the treasury department at Washington forgot its own interest in big incomes when it joined the reserve banking system in the propaganda for putting the damper on business and assisted so largely in shutting off incomes, which, under the laws, would pay a fair proportion into the United States treasury. So, whether or not, the excess profit tax is repealed, which it should be, other sources of revenue must be found.

Personally, I favor a general sales tax. I favor it for its general applicability and for the cheapness with which it can be collected. One of the great objections to the excess profits tax is the great expense attending its collection, with the army of highly paid "experts" roaming the country "seeking whom they may devour." On the contrary, the sales tax collector can be inexpensive—either through a system of stamps or invoices, which I prefer, or other simple methods of checking up. I recognize the objection to this system. The added cost of goods going into foreign trade, etc., etc., but we must levy some kind of a tax, and any, or all kinds, can but add to the burden of living, and to the cost of goods both for domestic and foreign trade, and it appears that all objections urged against this tax apply with equal or greater force against any and all taxes that may be levied, except the old indirect, or tariff tax.

I notice the suggestion of a general land tax for the use of the Federal Government. I see no objection to this if a law can be enacted that will run the gauntlet of the courts. The extensive land owners, who are holding their lands for an advance, securing no income from them and consequently paying on this capital no income tax, should be reached in some way. The fortunes being made for them by their enterprising and operating neighbors should be made to help pay the burden entailed on the American people by the late war.

Together with the repeal of the excess profit tax should go a modification of the surtax, which is simply a scheme through which double taxation may be easily exacted. In its present form and application it is as reprehensible as is the excess profit tax and should be reformed. Automobile taxes, luxury taxes, etc., etc., while producing considerable revenue, are of comparatively minor importance, but should be reformed in the interest of greater revenue returns, while not being unnecessarily burdensome to the people, can be used to help out.

No system of taxation can be popular, so the thing to figure for is the system that is as fair as any taxing system can be, and that in the final analysis produces the necessary revenue.

Hines Hopes for Government Economy

"As business men we might as well face the fact that for a number of years we are going to be obliged to pay high taxes in some form," Edward Hines of Chicago, leader of the great Edward Hines lumber interests, said, as a prelude to the expression of the hope "that the administration of President-elect Harding will do everything possible to reduce taxation in the only practical way, that is, by reducing expenditure. We seem to forget that if we spend we must pay, and that the only way that the Government can get the money to pay is through taxation."

Mr. Hines continued his discussion as follows:

Like everyone else, I am opposed to the excess profits tax. As at present imposed it is unjust and inequitable and increases the price of everything that is sold. Personally, I am inclined to favor a sales tax, and have confidence that if a sales tax is adopted the treasury experts and the members of Congress will be able to work out a method which will meet the very important objections raised by Mr. Kahn. I also think it would be a good idea to increase the taxes on luxuries. If we want to consume luxuries let those of us who do it pay for the privilege.

The proposed excess tax on the privilege of holding land and natural resources is simply the old Henry George idea slightly disguised. It has been discredited by a majority of thinking men. Our companies are large holders, naturally, of cutover lands, but instead of trying to keep them away from those who will till them, we are spending large sums annually to bring them to the knowledge of such people and to get them into their possession. If we were required to pay an excess tax on our holdings of cutover lands, we would simply be obliged to add the amount of that excess tax to the amount paid us by the settlers. In other words, the settlers would pay it, and not ourselves. I think, therefore, that this tax will be placed at exactly the wrong place and on the wrong people, as we ought to do everything in this country to encourage people to go on the land.

It would also be unjust as applied to standing timber. The large companies which have from fifteen to twenty years cut ahead of the saw are the companies which today are conserving the timber. They bring out of the woods everything down to a four-inch top, in both softwoods and hardwoods, while the small sawmill owner skims the cream of the timber in order to make an immediate larger profit. A tax which would increase the cost of producing lumber would tend to make the large companies look for immediate returns in order to pay the tax, and if they looked for immediate returns they could not afford to utilize so much of the log as they are now utilizing, and thus the country's supply of timber would be more rapidly used.

R. A. Long's Views

R. A. Long of Kansas City, president and general manager of the Long-Bell Lumber Company, was brief in the expression of his views. He said:

I have read with interest your letter of November 23, and appreciate the compliment implied in the request for an expression of opinion from me as to the changes which should be made in the existing Federal tax laws. I regret that I cannot write you as requested. This, it is hardly necessary for me to say, is due to no lack of interest in the subject, but rather to the conviction that it is so broad and requires a consideration of so many important factors I do not think I am prepared to make a recommendation.

For example, we all agree that the excess profits tax is exceedingly objectionable and should be repealed, and yet at the same time a tremendous amount of revenue must be raised each year by the Government, and no one is prepared to come forward with a substitute. Even Otto Kahn, who has written and spoken about the subject as much as any other one man, expressed himself, after months of study of it, as being up to that time undecided about the merits of the sales tax. Since then he has come out against it. But Mr. Kahn has not yet, to his satisfaction, found a substitute for the laws which he thinks should be repealed, notwithstanding the great amount of study he has given the subject.

While I cannot recommend any particular plan of taxation, I do feel that Congress, at the very earliest opportunity, should take up the subject in the most serious and thorough manner, and surveying the situation and acquainting itself with the Government's indispensable needs, should proceed to enact a law to raise the revenue, which will be as simple as possible, and, of course, equal and uniform as to all taxpayers.

From James E. Stark of Memphis

James E. Stark, president of James E. Stark & Company, Inc., of Memphis, and chairman of the executive committee of the American Hardwood Manufacturers' Association, made the following brief comments:

This is such a very large question that I do not feel competent to express a very definite opinion. I, however, have read a number of articles on a revision of our Federal income tax, and it seems to me the most logical plan would be to repeal the excess profits tax and substitute in place of it the gross turn over tax.

As stated above, I do not feel competent to express a definite opinion, but it seems to me that this is the most equitable way of distributing a tax of this kind among the country as a whole. There may be some objection to it that I am not familiar with, but it does not seem as though it would have the tendency to restrict enterprise by putting an unfair tax on it. Certainly anything is preferable to the present taxation laws. In the first place they are so complicated that they cannot be understood, and even the Government cannot itself interpret them, which is evident by its numerous changes in the interpretation.

The present law does not give a taxpayer an opportunity of being heard on the merits of his claim in case there is a difference of opinion, but he is only accorded the opportunity of presenting it and having it passed on by some clerk who probably is not acquainted with the line of business in question and passes on it in an arbitrary manner without respect to the justice of the claim.

Certainly a new law along different lines would help to create a better feeling between the taxpayer and the Federal Government.

A. L. Osborn's Views

A. L. Osborn of Oshkosh, Wis., who is one of the leaders in the consideration of Governmental problems in the National Lumber Manufacturers' Association and the Northern Hemlock and Hardwood Manufacturers' Association, said:

I confess that if it were left to me to write a revenue measure fair alike to all who might be called on to pay taxes that I would be utterly unable to meet the issue, and unlike everybody else in the United States, as far as I know, I am not able to make up my mind as to what sort of reform we should have of present taxing methods. I understand everyone else has a ready remedy for the present unsatisfactory method of raising taxes. They all want the other fellow to pay the tax.

I believe, though I cannot back it up with a very strong argument, that the excess profits tax ought to be repealed. To get that far is easy; to go farther with me is difficult. What to substitute in place of an excess profits tax is hard for me to determine and then justify my conclusion. I suspect that a sales tax would be about the best way of raising the money that can be devised, but I can see that if it starts at the beginning with raw material and goes through to the end that it will not make a very happy distribution of the tax burden.

I am a good deal stronger in my convictions as to what we ought not to have than what we should have. The Rawlston-Nolan measure, as I understand it, is only intended to shift a burden from one class of people to another class and thereby appreciate the value of the property of one class of people and very radically depreciate the value of the property of another class of people. There is no greater iniquity in legislation than to constantly change the value of property by shifting tax or other burdens from one class of property to another. Property that is acquired under a law or a set of laws that has value because of its earning capacity under the law should not be rendered of less value or valueless by a shift of burden relieving one class of property and putting it on another.

Personally I am not very strong at present for a reduction in surtaxes, first, because I think we will get nowhere with it, because someone must pay for the war, and those who have enormous incomes coming personally to them can well afford to pay the tax, and at the same time there will not be a loss of the invested capital necessary to keep up production.

I do not think we ought to have an increase in stamp duties, and do not favor many and petty exactions that irritate without producing much revenue. I do not think we ought to change our postal rate to secure more revenue nor do I think postal rates ought to be reduced. I feel that periodicals should pay what it costs for their transportation and delivery under the postal laws.

This is perhaps an unsatisfactory view. I wish I had more wisdom and more confidence.

Lumber Unites to Revive Building

(Continued from page 20)

adjourned to a large room at the Auditorium Hotel, because of the size of the attendance.

There R. E. Saberson of the Thompson Yards, Minneapolis, Minn., described the publicity campaign conducted by the Northern Pine Manufacturers Association, giving particular attention to the methods of the campaign and the content of the copy used. Mr. Carpenter then followed with an explanation of the results of the campaign, which he recorded as successful.

Thereafter upon the basis of this campaign the members of the mass meeting debated the question of extending this campaign, or some campaign of publicity along similar lines, to the entire country, to the end that the public in all communities might be put in the right frame of mind for building. The debate, which continued throughout the first day of the meeting culminated in the appointment of the committee on resolutions and their findings, which were unanimously adopted.

Among the participants in the debate were Dr. Wilson Compton, secretary of the National Hardwood Manufacturers Association; Mr. Rhodes, secretary of the Southern Pine Association; George Watson, secretary of the Southern Cypress Manufacturers Association; L. R. Putnam, managing director of the American Wholesale Lumber Association; Mr. Bannister, Mr. Schoefflin; George A. Townshend, Great Southern Lumber Company, Bogalusa, La.; Mr. Gilchrist, Mr. Bloedel and Mr. Blodgett.

Kirby Closes Debate

The debate was closed by John H. Kirby, president of the National Lumber Manufacturers Association, who spoke, however, in his private capacity.

Mr. Kirby urged that the lumber industry adopt common sense and conservative methods in its campaign to advise the public of the favorable position of lumber for general building activity. "High prices, labor and so forth are others problems," he said. "We can only advise that lumber has reached prices below cost of production, creating a most favorable market for the purchase of lumber."

POWER LOGGING AND LUMBER HANDLING

Clearing Cut-Over Land with Tractors

The George C. Brown Company of Memphis, Tenn., have placed tractors on their land clearing operations at Brown Spur, Arkansas. These tractors have proved very successful and have reduced the labor costs materially. They are the track-laying type, equipped with powerful winches, and in the photographs below, these can be seen bringing in on the cable, heavy "snags" which ordinarily would prove quite a load for teams.

One advantage particularly, which appeals to those who are interested in this class of work, is the absence of a mast, or other similar device, as it is often impossible to erect such, on cut-over land.

The Caraway corporation at Jonesboro, Arkansas, is also doing similar work to that of George C. Brown Company, with the exception that a portable mast has been devised with an overhead trip attachment. By these means, logs and snags can be snaked a great distance and piled for burning. Mr. E. L. Dean of the Caraway Company has kept an accurate cost data account, and it is our understanding that he is fully convinced that the tractor represents the only logical equipment for clearing cut-over land. These tractors can also handle heavy disc plows with ease and the natural adaptability to this work, has already been proven.

Single or 3-Speed Tractors

The time is here when the question must be brought to the attention of all interested in the production of hardwood. There is no one identified in this important industry exempt from the obligation of considering the merits of this question.

Developments in the last four years have shown careful, valu-

able and constructive ideas in the problem of perfecting tractors and converting them from the agricultural purposes to the rugged, staunch labor-saving devices now found in the northern and southern hardwood country.

Some manufacturers contend that a change speed gearing is unnecessary; that a tractor with a gear ratio sufficient to allow it to travel at the nominal speed of mules or cattle is all that might be expected of them, and that a lower or higher speed of this rating is without material advantage or at least without enough to warrant additional cost. On the face of this argument, many are inclined to believe the correctness of the claim. It would seem that any mechanical unit designed and constructed to replace cattle, should not be expected to do the work which previously was performed by primitive methods at any speed greater than three miles per hour.

On the other hand, a tractor rated at 60-40 will find in many instances work which is entirely within its power, yet with specific conditions which will alter the requirements to such an extent that perhaps there is insufficient power to handle the work. The writer has in mind one extremely ideal log hauling job which is entirely motorized with "Caterpillar" tractors. Every portion of the work is such that it would bring a smile of gladness on the face of any salesman

or sawmill owner. The 10-ton machines which are being used are confronted with a four-mile log haul, eight-wheel wagons being used, three wagons to a train and a gross tonnage of thirty tons accredited to each train. The road is neither ideal nor too severe. It is an ordinary clay road, the type which we are all familiar, corduroyed in many places to eliminate bad holes, yet, half way from the start to the finish, there is a



Photographs Show Three Attitudes of Track-Laying Tractor Engaged in Clearing Land

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

Annual Capacity
130,000,000 Feet

WE DO NOT URGE ANYONE TO BUY OUR LUMBER AT THE PRESENT MARKET PRICES.
Hardwood lumber prices are now on an average below the figure represented by cost of production plus taxes.

The prices have dropped so low that a great number, probably a great majority, of the hardwood mills have suspended production, and all not out of production are producing at a reduced rate.

Our yards are full, but not congested.

WE HAVE CLOSED ALL OUR SAW MILLS AND PLANING MILLS.

We look for a measurable fulfillment of the prophecy of those who predict an actual shortage of hardwood lumber before the beginning of summer, possibly accompanied by a sky-rocketing auction market.

The more of our lumber we carry into the future when price conditions shall have improved the better for us.

But we believe in giving our customers the benefit of our opinions in respect to hardwood lumber conditions.

From the buyers' standpoint now is the time for all buyers and users of lumber to load their stocks to maximum capacity.

BUT WE DO NOT URGE THEM TO BUY, FOR WE KNOW PRICES ARE GOING TO IMPROVE.

Whatever the price, whatever the conditions, we render the same uniform, unmatched, efficient service to our patrons.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

12 per cent grade with practically a right angle turn half way up.

Let us diagnose these conditions and without argument, it will be granted that a single speed tractor would do this work just as easily and just as well perhaps as the 10-ton machines which are now used. Both outfits would travel loaded with the 30-ton load at the same speed viz: three miles per hour. What would be the results, if any, when the 12% incline with its right angle turn, was reached? The writer does not believe that the single speed tractor which is already loaded to capacity could negotiate this hill with its load. It would seem that it would be necessary to cut the train and to climb the hill with a short load and to then return for the balance of the train. Although the time lost in doing this does not cut a very important item in regard to the individual haul, yet, when the day's production is counted up, it will be found that perhaps one whole trip has been lost, due to the delay occasioned in negotiating this one particular hill.

The tractors which are now on this job have the three-speed transmission and when the operator reaches the hill it is a matter of only seconds for him to shift his gear into low and his power is increased to such an extent that he has ample draw bar pull to bring the load without breaking the train up the hill and past the turn without overloading or straining the engine.

Lastly, and equally important when returning empty on this job the three-speed tractor returns quickly on high gear at five miles per hour, while a single speed tractor would have to "lumber" along with a "snail-like-pace," consuming time, and time is the most valuable asset possessed by any operator.

Pertinent Information

Long-Bell Enters Pacific Coast Field

The recent purchase of 60,000 acres of timber land in Washington, reported to involve a consideration of upwards of several millions dollars,

marks the entry of the Long-Bell Lumber Company into the industry on the Pacific Coast.

The most recent purchase, just completed, was for 33,000 acres in Cowitz, Lewis and Wabkiahum counties, representing approximately two billion feet of fir, cedar, spruce and hemlock timber, and was purchased from the Weyerhaeuser Timber Company of Tacoma, Wash.

The beginning of operations of the Long-Bell company in Washington, which will follow at as early a date as possible after mill sites are definitely chosen and mills are constructed, will largely increase the distribution of Pacific Coast lumber products through Kansas City sales offices.

The entire acreage of timber lands purchased contains several billion feet of the four species of commercial wood.

St. Louis Auto Makers to Resume Work

Good news for hardwood men here is contained in the announcement today of large automobile factories that they are to resume operations, expecting to manufacture 45,000 cars this year. The only factory of size which is not planning on starting soon is the General Motors Company, where they do not know when they will commence.

The only plant to make a reduction in wages so far is the Traffic Motors Company, which reduced wages 25 per cent, when it opened Monday, January 3. Owing to the fact that material costs have declined but little there is no anticipation of a reduction in the cost of cars.

The following factories are the ones which have opened or have announced their intention of opening: Gardner Motor Car Company, Traffic Motors Company, Moon Motor Car Company, Skelton Motors Corporation, Dorris Motor Car Company and Luedinghaus-Espenscheid Wagon Company.

The Skelton Motors Corporation through its vice-president, W. A. Chapman, said: "We are just building a few cars now for export. We will probably start working Feb. 1, but not with many men. We would like to build 3,000 cars in 1921. Our representatives tell us that dealers in the South and West have enough cars to last for a year."

Standardization of Dimensions Sought to Conserve Wood

W. A. Babbitt, secretary of the National Wood Turners Association, is cooperating with committees from the American Hardwood Manufacturers' Association, the Northern Hemlock Association and other organizations representing both manufacturing and consuming interests, with a view to bringing about standardization of dimension material so that this can be manufactured just as other lumber is manufactured and so that it may be sold on a substantially lower basis as a result of the reduced cost thereof. Mr. Babbitt was recently appointed a committee of one to take up this



Sturtevant High Humidity Dry Kiln

is giving constant satisfaction from coast to coast.

Users have a right to expect satisfaction because they are obtaining:

- 1 A rapid and even circulation of moist air forced around every board.
- 2 A positive mechanical control of Temperature—Humidity—Circulation
- 3 25% greater loading capacity.
- 4 Faster, yet safer, drying of both green and air-dried stocks.

THE ONLY KILN WITH THE CIRCULATION YOU CAN UNDERSTAND



B. F. STURTEVANT CO.
Hyde Park Boston, Mass.
BRANCHES IN 25 CITIES

subject with other organizations by the National Wood-using Industries Association. C. L. Harrison, of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., is chairman of the committee from the American Hardwood Manufacturers' Association.

Elimination of waste and the conservation of timber resources are the principal motives back of the movement for standardization of dimension sizes.

Bargains Fail to Encourage Buyers

Bargain prices for hardwood lumber will have little to do with the quickening of buying until such time as the buyers feel more like getting into the market than they do at present, according to letters received by a certain large manufacturer of hardwood lumber from a number of his customers. This manufacturer wrote to these buyers asking them what they thought prices should be to stimulate buying. This was not a sales letter, the inquirer merely wanting to satisfy his curiosity as to what the buyer feels like he should have in the way of prices. Most of the buyers whom he addressed assumed that he was trying to solicit business and replied that they were not in the market for lumber. Some few sent in definite answers. The purchasing agent for an automobile body plant in Ohio said that lumber was still too high, especially on the up grades. He complained that there is a difference of approximately \$50 a thousand in quotations for FAS and No. 1 common oak, which he said was too great a difference in these two grades. He also objected to the wide range on the same grades of nearly all items, suggesting that it would be a sensible thing for the lumbermen to set prices offering a legitimate profit and stick to them, regardless of what their competitors might offer.

An Indiana furniture manufacturer said that he found a range of prices of from \$25 to \$30 on the same items. A wholesaler said that offers of No. 1 common 1-inch sap gum at \$40 are finding no buyers. A box manufacturer, who uses No. 2 common sap gum, \$28 to 30, said he had been getting quotations, based on the Chicago freight rate, of \$27 to \$32 a thousand. A buyer of crating lumber said that he had been offered No. 2 rough sap gum at \$25, f. o. b. destination, and wouldn't buy because he felt he should get it for less. A stove company said it had been quoted \$25 a thousand for No. 1 and No. 2 common gum crating strips, and \$20 to \$25 a thousand for No. 2 common gum.

Harvey Derne Dies in Accident

The news of the tragic death of Harvey Derne, superintendent of manufacture of the W. M. Ritter Lumber Company, comes as a great shock to the wide circle of his friends in the lumber and associated industries.

With his wife and a party of friends he was returning home from the Columbus Athletic Club, early in the morning of Jan. 1, 1921, where they had attended the club's annual New Year party, when his car, which he was driving, collided with a heavy taxicab in Broad street at Washington avenue. Nearly all of the party of eight in Mr. Derne's car were injured more or less seriously, Mrs. Derne receiving painful though not dangerous wounds about the head and face. Edwin L. Holloway, also of the W. M. Ritter Lumber Company, received painful internal injuries.

Mr. Derne was rushed to St. Francis Hospital, only a few blocks away, but he was dead when the hospital was reached, and the belief is that death resulted almost instantaneously from his impact against the steering wheel.

Few men had such a wide circle of friends in the lumber industry; his sterling qualities as a man, coupled with his business ability and technical attainments, made him a prime favorite socially with his friends, and gave him a place of distinction in industrial circles.

Prior to his long connection with the W. M. Ritter Lumber Company, he was connected with Burns Brothers, the Chequasset Lumber Company and the Raleigh Lumber Company.

He became connected with the W. M. Ritter Lumber Company Jan. 1, 1903, and has been continuously in its employment since, in the capacities of division superintendent, general superintendent, and superintendent of manufacture. In this latter capacity he was easily among the first authorities in the hardwood lumber industry.

Mr. Derne was forty-six years of age, a native of Maryland, and was educated at St. Johns College, Annapolis, at which institution he was known as an accomplished athlete.

Clubs and Associations

Big Year Ahead for Hoo-Hoo

From present appearances 1921 is to be a big year for the "Hoo Hoos." There are many concatenations scheduled in connection, particularly, with the annual conventions throughout the United States.

Secretary-Treasurer Isherwood of St. Louis, Mo., said: "With the new ideas that are being injected into the Order of Hoo Hoo, and with the lumbermen grasping its purpose and principles and higher ideals, it is gaining much prominence throughout the country. This is clearly indicated in the number of concatenations that are already arranged for."

Mr. Isherwood is to attend as many of the concatenations as possible, and has a very busy time before him for the first four months of the year.

Included in the list of scheduled concatenations are:

Jan. 13—Harrisburg, Ill., in connection with the annual of the Southern Retail Lumber Dealers' Association.

Jan. 19—Indianapolis, Ind., in connection with the Indiana Retail Lumber Dealers' Association annual.

Feb. 3—Grand Rapids, Mich., in connection with the Michigan Retail Lumber Dealers' Association.

Many applications are now on file for concatenations for which arrangements are now being made, dates for which will be announced later. Among these are one for New York, one for Memphis, Tenn., Cape Girardeau, Mo., New Orleans, La., and Johnson City, Tenn.

Liars' Club Elects Officers

An organization of Hardwood salesmen known as the Liars' Club, Jr., held its nineteenth annual feed and frolic in the ball room of the American Annex Hotel Tuesday, Dec. 28. After an excellent luncheon, during which a fitting tribute was paid to those members who had died during the year, an election of officers was held. The president for the coming year will be Walter Wiese of Thomas & Proetz Lumber Company; L. M. Tully was elected vice-president and John O'Reilly secretary.

Ten new members were "initiated," and songs and dances were rendered by a group of entertainers to wind up the affair.

The genial Jesse Thompson, retiring president of the club, presided over the festal board.

Christmann Heads St. Louisans

At a meeting of the directors of the St. Louis Lumbermen's Exchange, held Dec. 28, the following officers were elected for the ensuing year: Fred G. Christmann of the Christmann Veneer Company, president; F. E. Sheldon of the T. H. Garrett Lumber Company, vice-president; F. C. Brewer of the A. P. Brewer Lumber Company, treasurer.

The secretary of the exchange is O. A. Pier; he was reappointed. The only salaried office is that of secretary.

A meeting of the entire exchange is to be held January 18, at which policies for the year will be discussed.

Story of Lumber, Veneer and Dimension Manufacture Filmed

The American Hardwood Manufacturers' Association has had six sets of two-reel films prepared, one showing all processes in the manufacture of hardwood lumber and veneers and the other showing the same processes in connection with dimension stock from the tree to loading on the car, including cutting down the tree, cutting it up into lengths, loading it onto cars or other vehicles with skidders and other equipment, unloading of the logs at the mills with derricks, running it through the band mill or veneer machinery, taking it from the plant, piling it on the yards, kiln-drying and loading onto cars as finished products.

Two of these sets have been furnished to the University of Wisconsin and to the University of California where they are being exhibited not only to the students in these institutions but also to all their subsidiary schools. Two sets will be furnished to that number of universities in the East. One of the other sets will be used within the next few days at the furniture exhibit in Grand Rapids while the other will be displayed at national conventions of manufacturers of hardwood lumber and forest products as well as consumers thereof.

The purpose of the films is to show the processes outlined in detail, with a view to producing greater appreciation of the multitudinous things that must be done from the tree to the loading of the car with lumber and also with a view, notably in the case of dimension stock, to bringing about greater conservation of timber resources through the elimination of waste. The films are educational in a very high degree and require about one hour for their running.

Quaker Exchange Welcomes New Year

The Lumbermen's Exchange of Philadelphia held its annual New Year's party, Friday afternoon, Dec. 31. This party was even more of a success than usual. The affair was held at Griffith Hall. There was a very large attendance, all branches of the industry in the city and vicinity being represented. The luncheon was served buffet style, and was very delicious, and the jazz band was great. A high class vaudeville entertainment and smoker followed. A very good time was had by all. The entertainment committee is to be congratulated on the successful manner in which it conducted the affair.

The Union Wholesale Lumber Company of Youngstown, Ohio, has established an office in the Widener Bldg., Philadelphia. J. E. Coggin, an experienced lumberman, will manage this office. The company will now be in a better position to take care of their Eastern trade.

The luncheons of the Philadelphia Wholesale Lumber Dealers' Association, held weekly on Tuesdays, are a great success, being well attended, and proving very helpful to those who attend.

The Forest Lumber Company, Philadelphia, has engaged Fred R. Lown as salesman. He will cover the central and Eastern Pennsylvania territory. Mr. Lown will start Jan. 1. He is an experienced lumberman, and the right party to dispose of this company's excellent goods.

The Philadelphia Wholesale Lumber Dealers' Association will hold its twenty-seventh annual meeting at the Union League, Philadelphia, Jan. 13. Addresses will be made by prominent lumbermen, followed by routine business and the yearly election of officers.

For The Manufacturer—

Long-Bell
TRADE MARKED
Lumber

**OAK
GUM
POPLAR
ASH
ELM**

THESE woods in commercial sizes are produced by The Long-Bell Lumber Company for manufacturers for a great variety of purposes. As an assurance to users that they are obtaining the products of this company they all bear the Long-Bell trade-mark—the mark of quality.

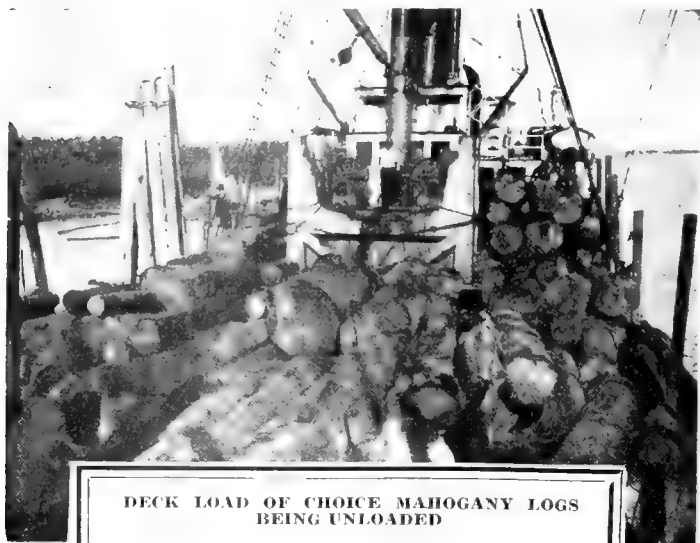
Ask your dealer for **Long-Bell** Brand

The Long-Bell Lumber Company

R. A. LONG BLDG.

KANSAS CITY, MO.

Manufacturer of Oak, Gum, Ash, Poplar, Elm; Oak Flooring; Southern Pine Lumber and Timbers; Creosoted Lumber and Timbers, Posts, Poles, Ties, Piling and Wood Blocks; California White Pine, Sash and Doors, Standardized Woodwork.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

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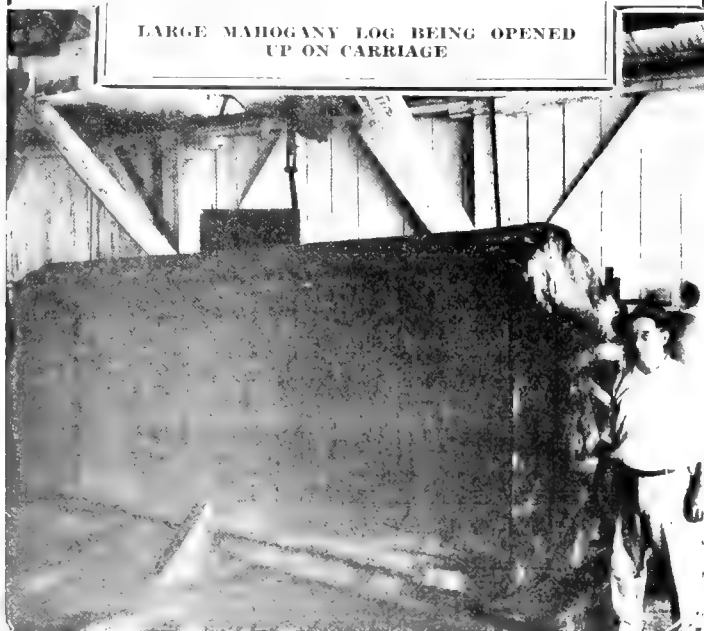
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THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



Walnut Association Annual Announced

The annual meeting of the American Walnut Manufacturers' Association will be held at the offices of the association, 616 South Michigan avenue, Chicago, on Thursday, Jan. 20. Officers for the ensuing year will be elected.

With the Trade

Changed to Farragut Lumber Company

The firm of the Stair-Sharp Lumber Company has been changed and taken over by the Farragut Lumber Company, Inc. This is merely a change of name, as the Farragut Lumber Company is under the same ownership and management as the Stair-Sharp Lumber Company was. This change was made in order to be able to broaden and enlarge the business activities. All transactions will be handled just the same as before, but will be under the new name.

The offices will remain for the present at the same location in the Deaderick Building, Knoxville, Tenn.

Darke Acquires Interest in Chicago Firm

After having been with the J. S. Stearns Lumber Company of Odanah, Wis., since his school days, F. J. Darke has resigned and acquired an interest in the R. J. Matthias Company, 30 North La Salle street, Chicago. He is now purchasing agent for the Matthias company.

Mr. Darke's service with the Stearns company extended over a period of twenty-five years, interrupted for only a short period in 1905, when he took a position with Mitchell Brothers of Cadillac, Mich. He has a wide



Frank Darke Says He Shows Up Fine Here

acquaintance with the lumber fraternity throughout the Lake States and will greatly extend the scope of his endeavors with the Matthias company, as he will not only buy northern but western and southern woods. He has a splendid familiarity with woods of all these regions.

Mr. Darke will be succeeded in the Stearns organization by E. V. Brown. Mr. Darke held the position of sales manager.

Indiana Lumbermen Announce Annual

The Indiana Hardwood Lumbermen's Association announces that its annual convention will be held at the Claypool Hotel, Indianapolis, Tuesday, Jan. 18. The business session will begin at 2:30 p. m. and will be followed by a banquet in the evening. The program will be announced later.

Properly Based Through Rates Urged

The Southern Hardwood Traffic Association has addressed a letter to the publishing agents of the carriers in Southeastern, Southwestern and Mississippi Valley territories requesting establishment of through rates on forest products on the proper bases between important points in these territories and consuming destinations to be made effective before the combination tariff is withdrawn.

The association also plans to submit additional requests to these publishing agents covering movements from still other points. It has filed a copy of the foregoing communication with the Interstate Commerce Commission and it proposes to take a similar course in connection with this subject in order that the proper foundation may be laid for application for suspension of the cancellation order withdrawing these tariffs at the date indicated. The association does not believe that the carriers can publish through rates between all points affected within the time allowed and it is for this reason that it is guarding against cancellation of the combination tariffs too soon.

Wood and Plywood in the Commercial Airplane

*By Glenn L. Martin

It seems quite reasonable that out of the great forests of the world any amount of timber of any given quality could be easily obtained. Such, however, is not the case. To secure the quality of timber that will comply with the demands of designers and builders of commercial aircraft, it is conservative to say that hundreds of kinds of wood have been scientifically analyzed and found unfit for airplane construction. Statistics compiled during The Great War in the extensive search for the ideal type of lumber suitable for airplane construction revealed the fact that only timber having exceptional qualities of dynamic resilience, lightness, strength and uniformity of grain can be used successfully in airplane construction.

Of the great mass of timber available throughout the world, it has been proven that Alaskan or Sitka (*Picea Sitchensis*) silver spruce is the wood par excellence for the manufacture of aircraft. Eighty per cent of the timber used during the war in the construction of airplanes, both for the Allies and the U. S. Government, was supplied by the great forests of the Pacific Northwest. Over 180,000,000 feet of aircraft lumber was procured by the Government Spruce Division. The Allies received 120,000,000 feet and the U. S. Army and Navy 60,000,000 feet.

Sitka or silver spruce is light and has greater strength than any other woods of similar weight. It is moreover, stiff, with long fibers, and has an unusual degree of impact resistance. It can be worked with ease to relatively close tolerances. These combined properties have made spruce the most satisfactory wood for use in the construction of struts, wing beams and ribs.

In the same manner in which spruce has proven itself to be the best timber for the construction of the main

wing members, ash has become considered as of equal importance in the construction of longerons, engine standards, and wing tips, while walnut, white oak and cherry are unrivalled as propeller material.

During the war, numerous difficulties were encountered in procuring hardwood timbers for the airplane industry. Spruce could only be obtained in a green condition, and seasoned mahogany and walnut could not be obtained in adequate quantities. This deplorable situation led to the erection of innumerable dry kilns throughout the aircraft industry for the speedy seasoning of wood on a scale which would comply with the requisites of airplane production.

On the signing of the Armistice, over 20,000,000 feet of aircraft lumber had been dried under the supervision of Government inspection in special dry kilns built to comply with the great demand for seasoned timber. To-day most manufacturers of aircraft maintain dry kiln operations to insure the proper as well as timely seasoning of the wood used in the construction of their planes.

The pressure of the war resulted in the accumulation of considerable experience and a high standard of efficiency in kiln drying. Toward the latter part of the war the British Government developed a method of examining aircraft timber and wood workmanship by means of the X-Ray. Although this method is too much involved to be used for inspection, it gives evidence of being a very valuable aid to the existing methods of timber research.

With the advance in development of airplane design, plywood is coming into greater use not only in fuselage construction but in wing construction as well. The greater bulk of plywood is produced from birch and yellow poplar. Birch is used almost exclusively for the faces of the plies, and poplar for the core. Ordinarily three, five or

*President of The Glenn L. Martin Company, Cleveland, O.

(Continued on page 38)



Martin Bi-plane, Showing Plywood Construction of Fuselage

The Mahogany Situation Today

An Expert Consideration of Mahogany Supply and Demand in the Chief Producing and Marketing Regions

By *R. M. Parks*

The primary purpose of this article is to deal with the question of Mahogany supply in the various producing districts, particularly with those conditions now obtaining there and likely to obtain during the coming year. However, it is not possible to intelligently deal with the probable supply without considering the present and probable future demand, or the manner in which our domestic and foreign outlets for Mahogany and its products are, and will be functioning. The two, supply and demand, are too closely interdependent to be considered one without the other. We will, therefore, touch upon market conditions, giving the topic only a brief once-over, since all in the trade are more or less well posted.

Domestic Demand

During the boom war and post-war years we witnessed extremely heavy buying of pianos, phonographs and furniture at high price levels. Wages were high, with an almost negligible unemployed element, and thousands of people bought more and better furniture and other articles of Mahogany than they had ever bought before. The phonograph industry, which is one of the largest consumers of Mahogany lumber, did the largest business in the history of the trade. Phonographs were one of the first "luxury" items to which workers who were being paid unaccustomed high wages turned.

Witness the story of the four people comprising an immigrant laborer's family. It is said that each of the two children, the father and the mother, insisted on having his own phonograph, so that each, could exercise his own selection of records. The fact that all four of the phonographs were in the same living room and were usually all going at once did not seem to offend their individual aesthetic tastes. It is difficult to imagine the chaos which must have been the result—but a good time was had by all.

It is true that the high wages and cost of materials during these boom years kept new building at a minimum. However, the mahogany requirements of the building trade are not, comparatively, so large a factor. With the inevitable decline in wages and material prices we will see a resumption of building, even now in progress, on a larger scale, to wipe out the housing shortage which has developed in the past few years. New buildings inevitably mean new furniture and fixtures, so the furniture industries will share in these activities.

Export Demand

Export trade in mahogany has fallen off to practically nothing. Buyers in England, France, Germany, Holland

and Italy can not afford to pay the high exchange premium against them on the American dollar. Furthermore, they have their own post-war commercial troubles, even more acute than our own. Both England and France, the principal buyers, have enough logs, received direct from producing countries, to take care of their requirements for the next few months. The export demand, then, is not a serious factor today and probably will not be for several months.

Financial Conditions

Today we are in a period of depression, suffering from the natural reaction after boom times. If we cannot call the developments of the past few months a panic, we can certainly term it a slow strangulation. The buying public has gone on a strike against high prices. With the passing of abnormally high wages we see the passing of the demand for high-priced luxuries, and a restriction in the buying of necessities.

Of course these conditions cannot obtain for long. Fundamentally, American business is sound. Consumption goes on, stocks diminish and must be replaced. We can look forward to the future with confidence, but knowing that those concerns which have over-extended and unwisely laid in top-heavy stocks of high priced merchandise will have difficulty in getting through the present trying period of re-adjustment.

Present Mahogany Stocks

From the best available information it would seem that stocks of mahogany lumber and veneers in the hands of importers are just about what they normally carry. But consumers have next to nothing, since they have been running on a hand to mouth basis, delaying buying until the last moment in the hope of filling their requirements at the bottom of the market.

When it is considered that these consumers, now with bare yards, ordinarily carry about one-half of the entire visible spot supply it is apparent that present stocks are actually well below normal. The price declines of the past few months are, then, not by any means the result of an abnormally large supply, but of the abnormal lack of demand, the result of the general financial depression felt by all lines.

Past Importations

It may be well to record here the imports of the past several years. The U. S. Department of Commerce figures show that the following quantities of Mahogany were brought into the country, from all sources, during the years shown:

(Continued on page 36)

AAA--1

EVANSVILLE VENEER COMPANY

has a reputation and financial worth that guarantee satisfaction.

We give attention to the little details that make a perfect product, a dependable service and a satisfactory veneer connection that will function with your organization.

Our organization is large enough that we meet the conditions and give you absolute protection against changes.

The quality of our veneer is above question, and our line consists of

QUARTERED OAK

SLICED WALNUT

FIGURED RED GUM

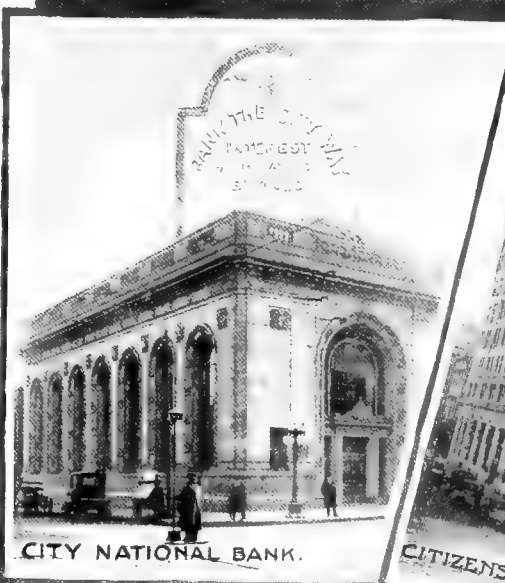
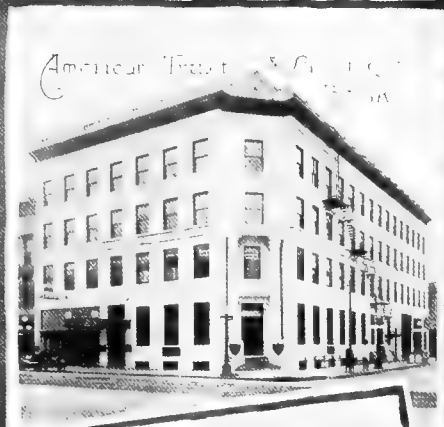
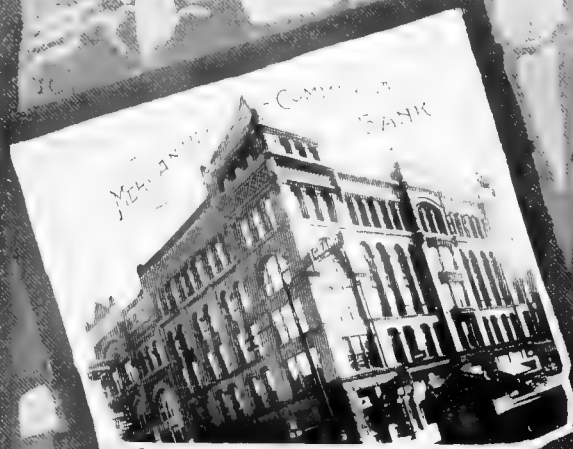
ROTARY PLAIN WHITE OAK
AND GUM

We carry large stocks ready for quick LCL shipments.

THE
Evansville Veneer Co.

VENEERS.
EVANSVILLE, IND.

A GROUP OF
EVANSVILLE
BANKS



QUICK REPAIR

Is a material very desirable for use by woodworking manufacturers of all kinds and is used for repairing splits, checks and other defects in both surface and core stock.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

Quick Repair has been used by some of our customers for a number of years.

Small sample tube mailed free on request

MANUFACTURED AND SOLD EXCLUSIVELY BY MAKERS OF

PERKINS

183

Trade Mark
Reg. U. S. Pat. Off.

PERKINS GLUE COMPANY

Factory & General Offices:
LANSDALE, PA.

Sales Office:
SOUTH BEND, IND.

Evansville Plants Resume Work

With the opening of the New Year prospects for the resumption, partially at least, of the several large wood-working plants of Evansville, Ind., were quite evident. For the past three or four months many of the furniture factories in that city have been operating about three days a week, while the other woodworking plants have done a little better, the manufacturers contending that there was no demand for their products. The large plant of one furniture company resumed operation on Jan. 3 with a fair force of men on hand. It was expected that the plants of the Karges Furniture Company would start operations some time before Jan. 10. Peter H. Reddinger also announced that he would start his furniture factory about Jan. 10 with a limited force of men. The Wemyss furniture factory started up Jan. 3. The large factory of the Globe-Bosse-World Furniture Company is scheduled to start up Jan. 10. This is one of the largest factories of its kind in the state. The plant of the Hercules Buggy Company resumed operations on Jan. 3. Oscar A. Klammer, who is the head of the Klammer-Goebel Furniture Company, the O. A. Klammer Furniture Company, the Schelosky Table Company and the Wertz-Klammer Furniture Company, has announced that the four plants will be started early in January. These four factories employ a large number of men. In an interview

given out, Mr. Klammer said among other things: "It is not a question of cutting wages of our men at this time, but it is absolutely necessary to make a readjustment, which most of the manufacturers all over the United States have done and in many instances at the request of their employees. The furniture business today is at a standstill. I have visited the largest buyers from New York to Denver during the last month and one-half and they are all of the one opinion—that their stocks of merchandise must be reduced and furniture must be offered to the trade at less money."

American Will Develop Mahogany Region

It is reported from Philadelphia that large American financial interests are arranging to start the exploitation of mahogany and other timber areas in Mexico in the near future. One of the largest of these projects is the Chiapas Timber & Chicle Company of Philadelphia, a holding company for the properties of the Tropical Trading Company and the Compania Exporadora del Sureste, both of which have been chartered under Mexican laws. This company will cut mahogany logs for shipment to the United States.

Juan O. Ramos of Philadelphia, owner of large tracts of mahogany and other timber lands in Mexico, accompanied by Lawrence Sharples, a son of P. M. Sharples, banker and business man of West Chester, Pa., and C. J. Kammer, member of the firm of Lewis Thompson Co., of Philadelphia, lumber manufacturers and dealers in mahogany, are now in Mexico to complete details for the project.



*Lumber Log Yard Showing Large
Traveling Derrick*

A Perfect Organization

A man is most skilled in that part in which he has been trained. So in manufacturing our hardwood lumber and veneers we first select the precise character of logs which will make the best finished product, and then divert each class of logs to a mill designed for a specific purpose.

We have four band mills and three veneer mills manufacturing the highest obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced, rotary cut walnut veneers, rotary cut yellow poplar crossbanding, and a general line of high-grade southern hardwoods. This product is supplied by a service complete in all its details.

WOOD-MOSAIC COMPANY, Inc.
LOUISVILLE, KENTUCKY



General View of Sawmill, Dry Kilns and Lumber Yards, Louisville Plant

The Mahogany Situation Today

(Continued from page 32)

Fiscal Year	Board Feet (millions)
1912	43
1913	66
1914	70
1915	42
1916	40
1917	43
1918	52
Last 6 mos. 1918	22
Calendar Year 1919	43
First 10 Months 1920	39

From the above statistics it will be seen that our importations have hardly kept pace with our widened uses of Mahogany in this country.

Logging Outlook in Africa

In the Axim-Ancobra district, which is the most important source of African Mahogany, so far as this country is concerned, the 1920 summer floods were a disappointment. Rains were the lightest in many years and only a small percentage of the normal quantity of logs came down to the seacoast for shipment. Furthermore, there were no fall floods to relieve the situation, failing to bring out many of the logs left over from the June freshets. The latest cables say that there will be no logs coming down before the floods of next June. Since there have seldom, or never, been two successive years of very light summer rains, it is to be expected that West Africa will have good floods next summer, bringing down the logs cut during the past year and such logs as will be cut during the next six months.

Today the Gold Coast shipping ports are cleaner of logs than they have been for fifteen years. Even old logs, which had lain on the beach for some years on account of their not being considered good enough quality to ship, were shipped to this market, England and France to meet the unusual demand. Everything has been shipped.

From the other important West African logging district, Grand Bassam, on the French Ivory Coast, we may expect some shipments of logs, since some of the companies operating there are not wholly dependent upon floods, using logging railroads from the jungle to the large lagoon there and floating the timber down via this lagoon to the coast. But the light floods of 1920 had a corresponding effect upon the output of the Ivory Coast as well.

This situation may be expected to have the effect of cutting down the production of fresh timber by the natives, as they will be inclined to endeavor to get out the old logs before cutting any large quantity of new timber. Furthermore, log values have of course declined in Africa, in sympathy with the declines in this country and abroad, and this again will have its influence on the expected 1921 output. We cannot, therefore, expect an output next season greatly in excess of a normal year, and a considerable

portion of this 1921 production will undoubtedly be old logs.

Logging Outlook in Central America

Practically all of the Central American Mahogany brought to this country is logged by a number of small, individual contractors. Since American buyers usually contract nearly a year in advance of the arrival of the wood in the United States it is practically impossible to estimate how much timber will be coming in from Central America in the next few months. It is safe to say that many importers may have endeavored to cancel contracts with loggers in the face of present lack of demand for lumber and veneers.

In the absence of information as to forward contracts which have been made with cutters, the best way to estimate probable quantity arriving in the future is to be guided by past importations.

1920 figures are not yet available from the Department of Commerce, but during the calendar year 1919, which seems to be a fairly representative year, imports of Mahogany from the Central American countries were as follows:

Country	Board Feet (thousands)
British Honduras	5,001
Costa Rica	266
Guatemala	32
Spanish Honduras	784
Nicaragua	11,050
Panama	5,004
Mexico	5,610
Total	27,747

Speaking generally, it is fairly safe to say that during the next few years each of the above countries will continue to send over about the same amount of wood as in the past. There are still vast forests of Mahogany in Central America, but most of it is in the interior and considerable distance from waterways and other means of easy transportation, the closer wood having been logged off. However, whenever there is a demand for Mahogany sufficient to justify the expense, means will be found, no doubt, to bring it to the coast.

Tendency in Ocean Freights

This item is of course an important factor in Mahogany costs, particularly African and Philippine. At the beginning of this year, 1920, ocean rates which prevailed at excessive levels during the war began a downward movement and only in the past few weeks have reached a level which may be regarded as firm and stable. Although still lower rates are not impossible, the general tendency is towards firmness.

This continued depression in freights has been most largely due to the release of the many vessels requisitioned by the various governments and the slump in foreign trade which characterized the year—the supply of ships being

(Continued on page 44)

THE WILLIAMSON VENEER COMPANY



MILLS
Baltimore, Md.

MANUFACTURERS & MERCHANTS OF
FINE VENEERS IN WALNUT BUTTS • MA-
HOGANY • LONG WALNUT • BURLS • POPLAR •
OAK & OTHER FANCY & PLAIN WOODS.

Branch Offices & Sample-Rooms:

NEW YORK CITY ~ 41st St. & 6th Ave.

CHICAGO, ILL. ~ 28 E. Jackson Bl'vd.

JAMESTOWN, N.Y. ~ 107 W. 2^d St.

 HIGH POINT, N.C. 

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

(Continued from page 31)

seven plies are used in the manufacture of plywood. However, some plywood is composed of as many as thirty plies.

In general practice, no ply or veneer is thicker than $\frac{1}{8}$ of an inch. In three ply stock the thickness of the core when from $\frac{1}{8}$ to $\frac{1}{12}$ of an inch should be between 50 per cent to 75 per cent of the total thickness of the finished plywood. For core thickness less than $\frac{1}{12}$ of an inch, the core should be between 40 per cent to 75 per cent of the total thickness of the finished wood, except for panels $\frac{1}{16}$ of an inch in thickness.

Plywood, aside from being used chiefly as covering for fuselage bulkheads and engine nacelles, is coming into prominent use in the development of internally braced wing sections. Plywood not only adds strength and protects the vital members of an airplane, but produces better wearing surfaces than fabric. The construction of the monocoque fuselage depends entirely upon plywood.

There has been considerable discussion among engineers in reference to the future material to be used in aircraft, and, as is quite natural, the use of metal is receiving a lot of attention, but will come into general use rather slowly. The use of metal for war airplanes has many advantages, in the airplanes constructed entirely of metal can be stored in large quantities and in case of an emergency could be put in the air in a very short time. The greatest detriment to such a plan is obsolescence.

It is generally agreed that the principal material, in bulk, to be used in aircraft for a number of years, will be wood, and that the vital parts of the airplane structure, where exceptional strength is required, will be alloys of steel.

Woods in Violin Manufacture

The two woods almost universally used in the manufacture of violins are maple and spruce. Maple is used for the back and sides and is preferably wavy grained, producing the so-called fiddle-back mottle. The reasons for using maple are its hardness, rigidity, beauty of grain and ability to glue-up well, a feature usually wanting in

heavy woods. Curly California laurel has been used with success but cannot be considered a rival for hard maple.

Practically every coniferous wood has been tried out for the belly or sounding board but nothing equals a good grade of spruce. The best is supposed to come from the Alps but selected stock of our own eastern and northern species serves the purpose well. Sitka spruce is fair but is too soft for bright tone. Engelmann spruce is also too light and soft and the material available for tests has shown too much variation in the width of the growth rings.

Douglas fir has proved too slow in response, the effect being described as "rubbery." The Yellow cedars or cypresses, Port Orford and Nootka, work beautifully but are too heavy and their strong spicy-resinous scent is too persistent. The firs which have been tried split too easily. White pine lacks "reed," the name given to the dense bands of summer wood.

In selecting spruce, wedge-shaped pieces a little over 5 inches wide and 1 inch thick on the narrow edge are split from bolts or blocks 15 inches long and the sides must be parallel to the rays. The grain must be straight and free from knots and all other defects. The tree must be a sufficient size to give reeds of uniform spacing over a 5 inch width, the preferred number per inch being 18 to 22. These rough wedge-shaped pieces are sawn down the middle leaving just enough wood at one end to hold the halves together. In this form they are air-seasoned under cover for at least five years, the longer the better. There are many schemes for hastening this "aging" process such as treatment with live steam under pressure, steeping in borax solution, fuming with nitric acid, and application of electric current. A violin-maker says all of these treatments are alike in one particular—each spoils the wood. "Baked" wood fiddles lose their tone very soon and such stuff is used only for faking purposes. A characteristic of the wood of the belly of very old violins is the prominence and dark color of the hard reed. This effect can be produced in new wood by the application of nitric acid which at the same time, if properly handled, gives a characteristic color. The action is destructive, however, and hard to control and sooner or later the fiber is broken down and the tone destroyed.

The Inman Veneer & Panel Company, is not turning a wheel as yet in the addition recently completed to its plant, and which will be used principally as a core department. Just now the main plant is sufficient to take care of all business, and then run on a limited capacity basis at four days a week. It is located at Louisville, Ky.

Wm. J. K. Stockdale, of New Albany, Ind., 64 years of age, and for more than 25 years superintendent of the Louisville plant of the Turner, Day & Woolworth Handle Company, died at his home in New Albany, on Dec. 15, following a short illness. He is survived by his widow, a son, a daughter and several brothers.

TOPS

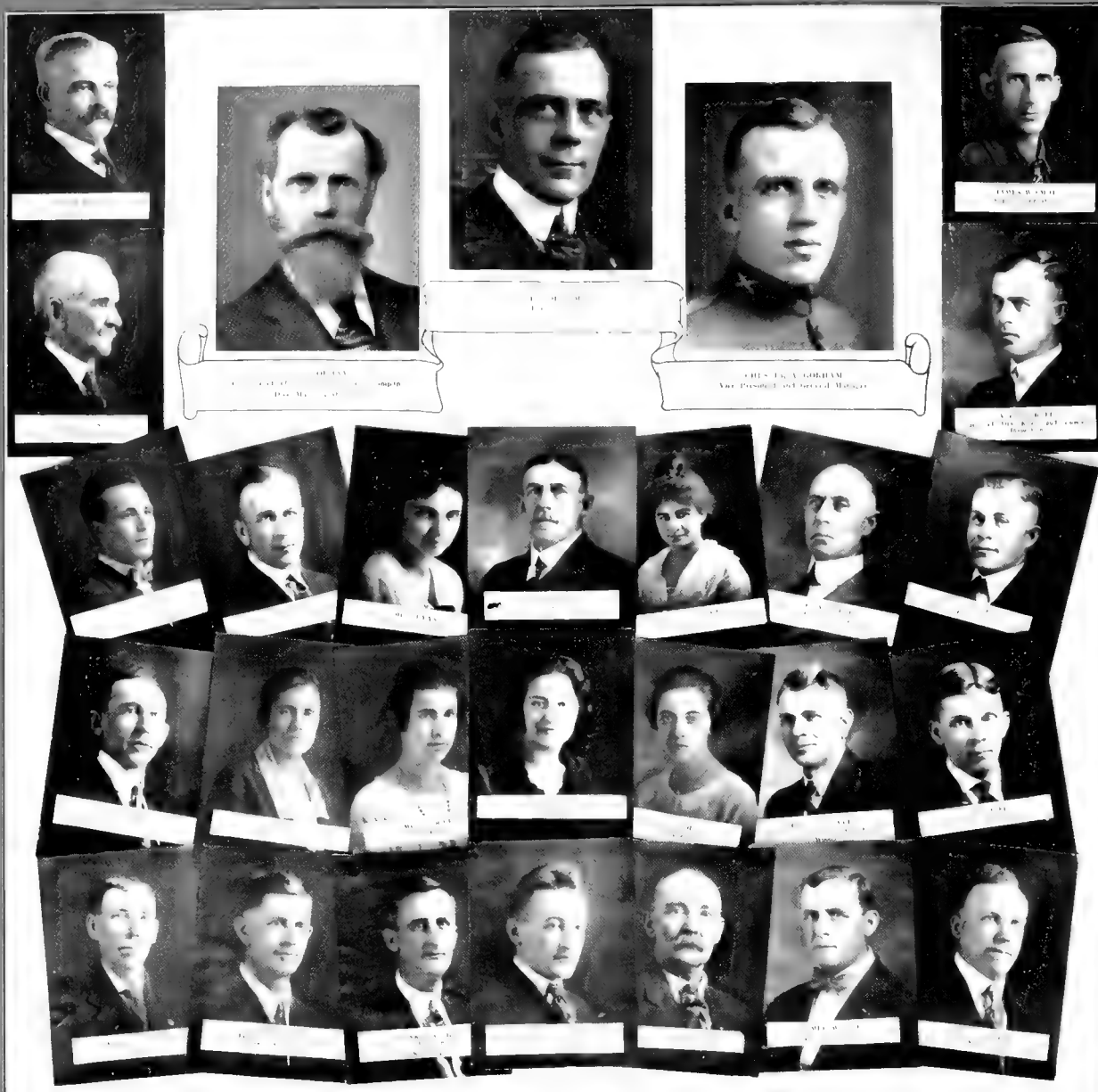
PANELS



*Typical of GORHAM care,
skill and creative ability
is this piece of GORHAM
desk bed construction*



Gorham Brothers Company
Mount Pleasant, Michigan

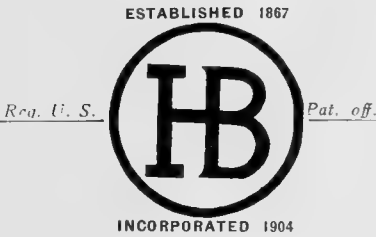


ABOVE are reproduced a few of the members of the Gorham organization who are helping to maintain the quality standard and who are pushing production on a quantity basis.

The dependability of Gorham built-up stock is something that the entire organization is proud of and likewise something that the furniture manufacturers who buy from us have learned to rely upon.

Gorham Brothers Company

Mount Pleasant, Michigan



HOFFMAN BROS. CO.
VENEERS
HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

△ △ △

STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak
Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Bet-
ter *dry* and ready to ship.
3/8", 1/2", 5/8", 4/4" American Walnut, Common and
Better, *dry* and ready to ship.

*Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and
other Northern Hardwoods*

Recognition

Those who appreciate the best in every part of the world seek American walnut, knowing full well it is the world's best cabinet wood. It possesses every virtue demanded by cabinet makers.

We specialize in

American Walnut

Cutting both lumber and veneers of walnut by the most approved methods, and manufacturing only logs from selected trees. The result is the best veneer and lumber possible to produce. May we not have a list of your needs, so that we may prepare to quote and serve you?

Des Moines Sawmill Co.

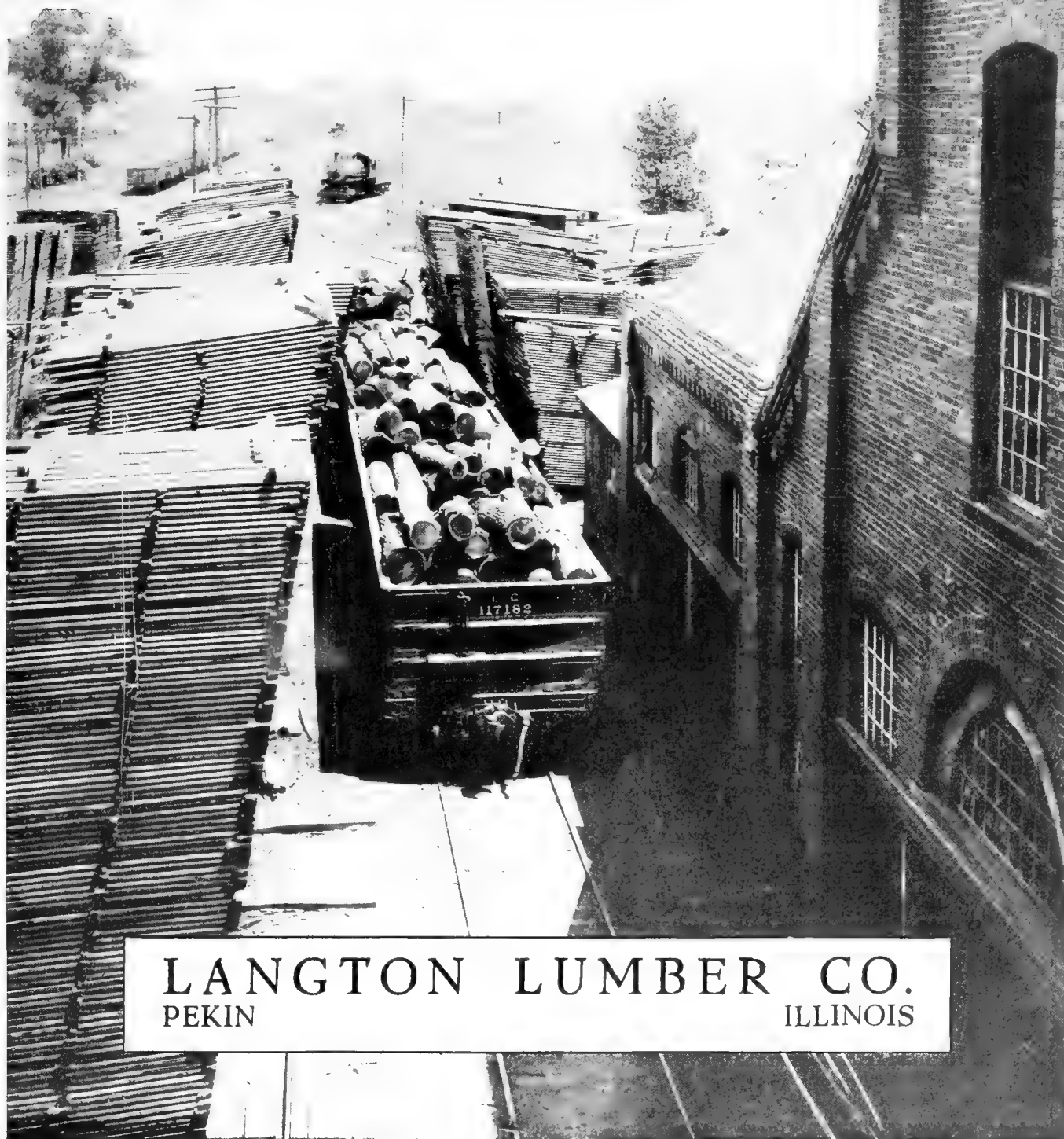
INCORPORATED

"Walnut Specialists"

**DES MOINES
IOWA**

AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.



LANGTON LUMBER CO.
PEKIN ILLINOIS



"The Cabinet Wood Superlative"

Corners That Stay Square

Chests and cabinets, tables and chairs—how satisfying it is to have their corners stay tight and square, their drawers continue to slide smoothly, their legs remain true and firm through the years.

The corners and drawers and legs of WALNUT furniture have been doing these satisfying things for centuries.

Our museums show multitudes of beautiful examples which have really improved with age. (The Walnut Brochure de luxe shows engravings of many of these. *May we send it?*)

The cabinet maker worthy of the name cannot help but love AMERICAN WALNUT, that superlative cabinet-wood which has almost been the parent of his art and craftsmanship.

So it is your good fortune that there is made every day in America FURNITURE of AMERICAN WALNUT which will carry the lesson of your discriminating taste "even unto the third and fourth generation."

You are not forgetting that you want the pleasing Walnut Brochure? Are you? Just drop a line. (*Now is the best.*)

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

Room 1024, 616 South Michigan Boulevard, Chicago

ALL BRANCHES OF THE FURNITURE TRADE

are feeling strongly the Effects of the series of tributes to our American Walnut which are running continuously in most of the Best Publications in America. Above is an example.

THERE ARE STILL A FEW FURNITURE HOUSES IN THE COUNTRY

who are giving their better-posted competitors a great advantage over them with the Best Trade. WHY? Simply because they "heard somebody say" that American Walnut was getting scarce. *Let them ask us for THE FACTS!* (See address above.)

1024

Comparison of Five Different Types of Glue

It is expected that the users of glue will find the table printed below very useful for ready reference. It com-

Particular compared	Animal glue	Casein glue	Vegetable glue	Blood glue	Liquid glue
Source	Hides, bones, horns, etc.	Casein from milk	Cassava starch	Dried blood	Animal glue or fish parts
Cost per lb. 1920	25-42 cents	16-20 cents	10-12 cents	20 cents	\$1-\$5 per gal.
Spread in sq. ft. per lb.	25-35	35-55	35-50	30-100	No data
How mixed	Soaked in water and melted	Mixed cold with rapid stirring	Mixed with alkali and cold or hot water	Mixed cold	No preparation
How applied	Warm with brush or mechanical spreader	Cold with brush or mechanical spreader	Cold with mechanical spreader, not by hand	Cold with brush or mechanical spreader	Cold or warm usually applied by hand
Temperature of press	Cold, or with hot cauls	Cold	Cold	Hot	Cold
Strength (in shear test)	High grades stronger than strongest woods	Equal to medium grade animal glue	Equal to medium grade animal glue	High strength in plywood. Not used for joint work	Best grades equal to medium grade animal glue
Water resistance	Low	High	Low	High	Low
Chief uses in wood-working	For strong joint work	For water resistant plywood or joint work	For veneer work because of cheapness	For water resistant veneers	For repair work and small articles

pares in the briefest manner possible the cost per pound of animal, casein, vegetable, blood and liquid glue, telling also how each is mixed, how applied, temperature of press, strength (in sheer test), water resistance and chief uses in woodworking. The table was prepared by the Forest Products Laboratory at Madison, Wis. It follows:

Paper from Veneer Waste

Wood waste from veneer is considered by the U. S. Forest Products Laboratory as suitable material for the manufacture of high grades of paper. The cores of many kinds of veneer logs, now used in a large part for fuel, would make excellent pulp wood.

In addition, a large part of the clippings and small veneer waste, which amount to one-fifth of the total veneer cut, could probably be turned into pulp wood.

Wooden Ship Is "Immortal"

The "immortality" of wood is suggested by the old British convict ship "Success," which recently put in at a dry dock in Tampa, Fla., for some minor repairs. Built in 1790 at Moulmein in British India, as Kipling said—"By the old Moulmein pagoda, looking eastward to the sea"—the vessel is by many years the oldest ship afloat today. The fact that it has survived the hazardous vicissitudes of a seafaring career of 130 years is attributed to its massive construction of solid Burmese teak, a wood that for resistance to decay has no equal in the world.

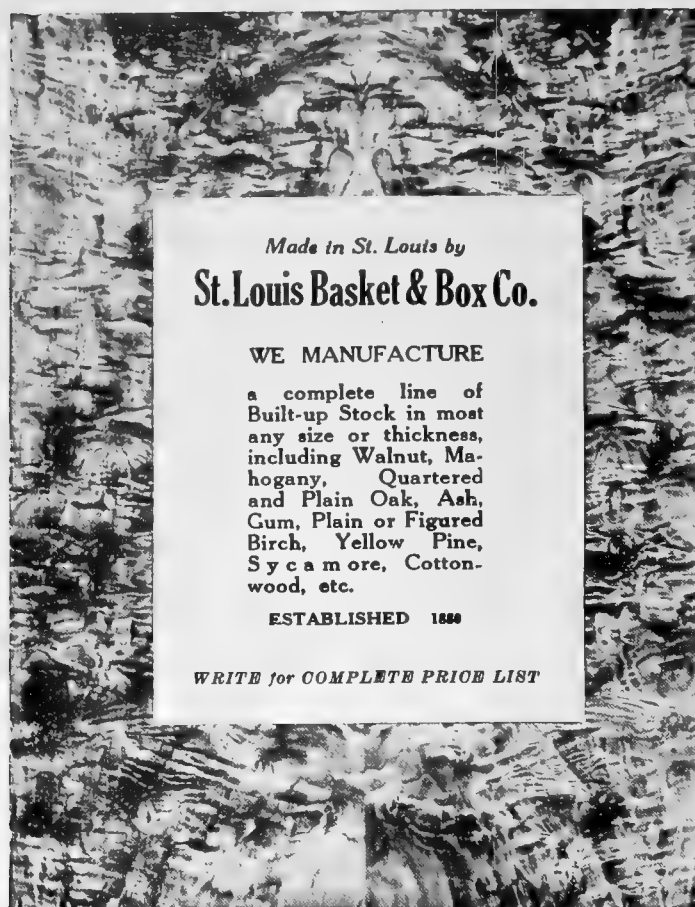
AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 36)

increased both by launching of new bottoms and government releases; the demand for tonnage decreasing at the same time.

Manufacturing Costs—Lumber and Veneers

In general, wages will be lower but unit costs may be higher, since few plants will be operating to capacity for at least the first few months of the new year. It may be interesting to note that sawmill costs are usually higher in January and February on account of more difficult working conditions and obstacles presented by the elements, except, of course, in the far south. Fuel consumption increases—the amount of ice and water that gets into fire boxes on slabs and scraps tends to run this item up considerably. Lower manufacturing costs in the sawmill usually come with March and April, but in May the summer transient labor element becomes a factor and labor efficiency drops off again.

The outlook for the next year is one of lower manufacturing costs. Those concerns that can operate on anything like a capacity basis during 1921 will probably get work done more cheaply than during 1920, and also more cheaply than later on, when employers may, as we all hope, again be bidding for labor. However, the reaction in wage scales has just set in and it will be several months before this factor will more nearly re-adjust itself.

Probable Developments in the Near Future

In view of the facts it appears possible that Mahogany prices, while they have already declined considerably

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from the high war levels, will decline somewhat further as a consequence of the continued lack of demand. However, these further price recessions will in all probability be slight and gradual—not sensational declines. The stocks of lumber in this country today are below normal. Log stocks available for prompt shipment in Africa are the lightest in many years; in Central America about normal.

Furthermore, the import of Mahogany is in a few strong hands. On account of the nature of the business, the importation being directly in the hands of the lumber and veneer manufacturers and distributors themselves, it is not a commodity, such as sugar, coffee, cocoa, rubber, etcetera, which attracts the interest of either legitimate or fly-by-night speculative operators in futures.

Mahogany price advances, while of course influenced to some extent by the boom demand of the past few years, were most largely the direct result of increased logging, ocean and rail transportation, and manufacturing costs. As these costs decrease there will naturally be price concessions to consumers of Mahogany lumber and veneer but, as stated, such declines, in the event they occur, will in all probability be gradual the next nine months, because of light spot stocks and the logging outlook.

In these unsettled times no man can confidently, and without fear of contradiction, say that such and such a condition will obtain six months hence, and of course each man is entitled to form, and will form, his own conclusions.

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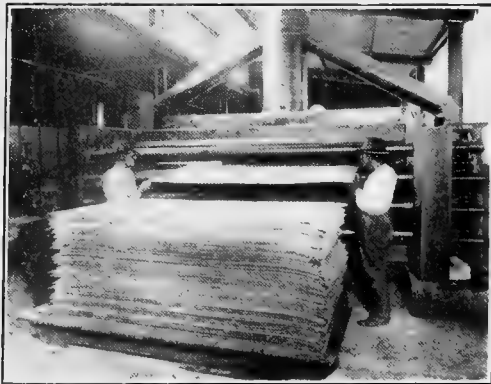
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YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

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But the conclusions reached above certainly seem the most reasonable and logical in view of existing conditions—weighing the present limited demand against stocks and probable arrivals.

These probable, further, slight recessions are a natural and logical result, seeming probable by reason of the existing general depression and not in any sense because of any condition peculiar to the Mahogany trade. While the situation affords cause for all consumers to buy conservatively for actual requirements until the future assumes more definite form we are all secure in the knowledge that the present depression is a necessary and inevitable reaction which will not last long, and which but paves the way for the better times that we know are coming.



Feeding Wide Gum Veneer into one of the two COE DRYERS

in the Plant of Nickey Brothers, Inc., at Memphis, Tennessee. The results which they obtained from the first machine resulted in an unsolicited order for a second Coe Dryer the same year.

It is noted for:

Its satisfactory service; its labor saving; the high quality of its product

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SET OUT IN WETTEST WEATHER, WHERE THE RAIN MAY SOAK THEM THRU;
PUT THRU A HEATED DRYER, FROM WHICH THEY QUICKLY COME,
PERFECT PLYWOOD PANELS, OF FIGURED SOUTHERN GUM.**

**FOR BEAUTY AND ENDURANCE, FOR CLIMATE COLD OR HOT,
YOU'LL FIND OUR PLYWOOD PANELS, THE BEST THAT CAN BE BOUGHT.
WHEN WE ADD UP THEIR VIRTUES, IT BRINGS A TELLING SUM,
WITH THE ANSWER WRITTEN "PERFECT," ALLEN-EATON'S PLYWOOD GUM.**

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B. B. Hall Dies in San Antonio

B. B. Hall, 35, who up until he went to West Texas last September for the benefit of his health was sales manager of the Sabine Tram Lumber Company, died in San Antonio Dec. 31.

Mr. Hall was a native Arkansan where he began the lumber business in the woods. He came to Texas to learn the retail end of the game and went to work in a yard. He was for a time in charge of the hardwood department of the Beaumont Lumber Company, later going on the road in Kansas and Oklahoma for the Sabine Tram. He was brought back by the company and placed in charge of the hardwood department. About six months ago he was made a director of the company and promoted to general sales manager, handling both the hardwood and yellow pine departments. He is survived by a wife and one child.

Reorganize Climax Company

Coincident with the purchase of the interest of Dr. W. D. Haas, Alexandria, La., by Joe Friedlander and J. W. O'Shaughnessy, the Climax Lumber Company of New Orleans has been reorganized. The two purchasers of Dr. Haas's stock have been interested in the company since its formation in 1908. The officers of the new company are as follows: Joe Friedlander, president; J. W. O'Shaughnessy, vice-president and manager of the export department; E. G. Stover, secretary and manager of the interior wholesale department.

Now R. L. Palmer Lumber Company

On Jan. 1 the name of the Palmer-Hunter Lumber Company will be changed to R. L. Palmer Lumber Company, dealers in mahogany and hardwoods. The company is located at the Mystic wharf, Boston, Mass. R. L. Palmer is president and treasurer.

"The Gloom Chaser"

The fellows who can't see the doughnut for the hole had better not read "The Gloom Chaser," because it says things about pessimism and pessimists that won't do their vanity any good. The Gloom Chaser is a four-page publication devoted to optimism, issued occasionally by the Long-Bell Lumber Company. The second issue is now in circulation and it certainly ties a can to the tail of gloom.

Capt. Chas. H. Ellis Dies

Capt. Charles H. Ellis, a pioneer in the lumber industry of Wisconsin, died at the home of his son, Arthur G. Ellis, head of the A. G. Ellis Lumber Company, Milwaukee, on January 1, at the age of 78 years. He was born in Denmark and came to Milwaukee at the age of eight years, following the vocation of a sailor and later becoming one of the best known of Great Lakes vessel masters. He then became associated with the John

Schroeder Lumber Company, having charge of the northern operations, including the mills at Ashland, and all timber purchases, serving until advanced age made it advisable for him to retire about three years ago.

Major Berry Joins Kellogg & Company

Major Swift Berry, since September, 1919, valuation engineer in the timber section of the Bureau of Internal Revenue and engaged in the appraisal of timber values in Arizona, California and Southern Oregon, has resigned to accept a position with Hall, Kellogg & Company of Chicago. It is understood that Maj. Berry will shortly become the California representative of this company, with headquarters in San Francisco.

Before his service with the Bureau of Internal Revenue, Maj. Berry spent two years in the Twentieth (forest) Engineers in France. His work in France consisted in the location, examination and acquisition of tracts of timber for cutting by the forestry troops and the preparation of advance plans for operations in the timbered areas acquired. Prior to his service in France he had long experience in the timber work of the Forest Service, especially in Colorado, South Dakota and California, reaching the position of logging engineer in charge of timber sale appraisals in the California district.

Liberty Lumber Company Reorganized

Announcement is made of the reorganization of the Liberty Lumber Company of Kimbrough, Ala., which previously has absorbed the Hammond-Park Lumber Company of Land, Ala. The announcement comes from E. H. Hammond, vice-president of the reorganized company, who is also manager of the railroad department of the Central West Coal & Lumber Company of Columbus. The capitalization of the company is \$500,000. W. T. McGowin of Kimbrough is president; E. H. Hammond of Columbus, vice-president, and H. S. Morgan of Kimbrough, secretary. The company has two operating band mills, one at Kimbrough and the other at Land, and will soon start the erection of a third unit, to be located near Jackson, Ala. The company controls 150,000,000 feet of standing timber, mostly hardwoods. All of the product will be sold through the Central West Coal & Lumber Company of Columbus, which has established a number of branch houses to take care of this increased production. Branches are located at Indianapolis, in charge of O. D. Bullerick; Toledo, A. B. Wilson; Seattle, F. M. Belden; Huntington, W. Va., W. E. Morgan, and Land, Ala., J. L. Clarke.

Richard E. MacLean's Demise Is Widely Mourned

The death of Richard E. MacLean, secretary-treasurer and general manager of the I. Stephenson Company of Wells, Mich., in Mercy Hospital at Chicago the morning of Dec. 26, brought sorrow to the entire Upper

Peninsula of Michigan and his legion of friends scattered throughout the lumber industry.

Mr. MacLean died after a brave and patient fight, as the result of an infection in an abrasion on a toe of his right foot. Chicago surgeons amputated the right leg on Dec. 3, with the hope of arresting the progress of the infection, but this extreme measure proved of no avail.

Funeral services were conducted at the family residence in Wells on Wednesday, December 29, the Rev. A. Ernest Boss, rector of St. Stephen's Episcopal church of Escanaba, Mich., officiating.

Surviving the deceased lumberman are his widow and five children: Donald, aged 19; Ethel Mary, aged 12; Jean, aged 7; Allan, aged 7, and Hugh, aged 2, all of whom were at his bedside when the end came.

Mr. MacLean was not only a highly successful lumberman, but a leader in a wide variety of business, political and social activities. He was born in the province of New Brunswick, Canada, 56 years ago, and was the member of an old and honorable Scotch family, having members of prominence both in the British Isles and on the American continent. One of his nephews is at present a member of the British House of Commons and another is an officer of high rank in the British army.

Mr. MacLean was of the rugged pioneer type of lumberman, who builded his success upon hard work and strict integrity. He entered into the Upper Peninsula when a young man and secured a job working in the woods for the huge concern whose secretary-treasurer and general manager he became several years ago. He was also a member of this firm and on the board of trustees. During the life time of U. S. Senator Isaac Stephenson he was one of his intimate and warm friends.

For fifteen years Mr. MacLean served as a member of the board of supervisors of the township of Wells and for ten years was the chairman of this board, never being opposed for the chairmanship after his first election. He was re-elected by the board for the last time in May, 1920, and his term did not expire until April, 1921. His administration was marked by many improvements.

Mr. MacLean was prominent in republican politics in the Upper Peninsula and was sent to the national convention in Chicago by the Cheboygan district. He was instructed for Johnson and voted for the Californian as long as the latter had a chance for the nomination. He then switched with the majority to Warren G. Harding.

Owing to his prominence in war work, Mr. MacLean was one of those placed on the committee to welcome Marshal Joffre on the occasion of the Marne hero's visit to the Middle West in 1917.

Mr. MacLean was first vice-president of the Upper Peninsula Development Company, vice-president of the First National Bank of Escanaba, vice-president of the Delta Hardware Company, secretary of the Delta Chemical Company and a director or stockholder in a score of other Delta county enterprises. He was organizer and first president of the Escanaba Rotary Club, a member of the vestry of St. Stephen's church, a member of the Elks and a thirty-third degree Mason. He was also a member of the Union League Club of Chicago, the Chicago Press Club, the Hamilton Club of Chicago, the Minneapolis Athletic Club and the Society of American Magicians of New York.

Vangsness Forms Lumber Company

The New Year will mark the launching of a new wholesale hardwood lumber corporation in Chicago, The Vangsness Lumber Company. The company was organized by G. A. Vangsness, who is president of the new concern. Mr. Vangsness is one of the best known hardwood lumber men in the Chicago territory. Until his resignation, the first of the year, he was manager of the Chicago office of the Stevens & Jarvis Company. Mr.

Vangsness was with that company for seven years and for fourteen years prior to that connection was with the Minneapolis Lumber Company, in charge of their mill and the buying and selling. The new firm is incorporated under the laws of Illinois and offices have been opened at 140 South Dearborn street, 1441 Marquette building.

F. W. Long, who formerly represented Stevens & Jarvis in the Milwaukee territory, with headquarters in Milwaukee, succeeds Mr. Vangsness in the Chicago office.

New National Hardwood Lumber Association Executive

In order to keep up with the rapidly increasing volume of work incident to the growth of the National Hardwood Lumber Association, particularly during the last few years, the board of directors of that organization decided recently to engage another assistant for the executive office. G. S. Hill has been selected for that position and will take up his new duties the first of the new year. Mr. Hill brings to the organization a wide experience in the lumber business generally and in the hardwood branch of it especially. All told his connections with the lumber trade cover a period of fifteen years. He was two years with the Vestal Lumber & Manufacturing Company of Knoxville, Tenn., as an inspector. Following that was with the Three States Lumber Company at Cairo, Ill., and the W. M. Ritter Lumber Company, Columbus, Ohio. Then four years with the Lamb-Fish Lumber Company of Charleston, Miss., as traveling salesman, sales manager and general manager of their vehicle wood stock plant. For two years was in the export lumber business at Charleston, W. Va., with his father. Then with the J. C. Turner Lumber Co. of New York City, having charge of their yard and docks at Irvington, N. Y., and afterwards served two years with the Korn-Conkling Company of Cincinnati as sales manager. For one year prior to being engaged by the association served as sales manager for Leland G. Banning of Cincinnati, O.

As shown by the foregoing Mr. Hill's contact with all the practical phases of the industry certainly gives him unusual qualifications for the important position he has now been called upon to assume, and the association is to be congratulated on having secured his services.

Hardwood Department Added

The Palmetto Lumber Company of Houston, Tex., has opened up a hardwood department with a mill at Oakhurst, Tex. The company has been making yellow pine lumber at this place for the past twenty years, letting the hardwood timber stand. Its hardwoods consist chiefly of ash, gum, white and red oak.

Hardwood News Notes

CHICAGO

The interesting announcement has been made by John H. Kirby, president of the National Lumber Manufacturers' Association, that when he appears before the ways and means committee of the House of Representatives in Washington, D. C., Jan. 15, he will advocate a tariff levy on lumber for revenue. This recommendation will be made in his capacity as president of the Southern Tariff Association, rather than as chief executive of the National Lumber Manufacturers' Association.

W. E. Letterman, who has been general office manager of the Chas. W. Fish Lumber Company at Elcho, Wis., has resigned to start his own lumber



Richard E. MacLean



G. A. Vangsness



G. S. Hill

KNOXVILLE

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SERVICE

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Branch Office, Memphis, Tenn.

NEW YORK CITY

business in the west. Mr. Letterman has only recently returned from a trip to the Inland Empire.

The Interstate Mill Work Company has been organized and incorporated by P. A. Russell, E. P. Eckert and Walter H. Eckert to conduct a general manufacturing, merchandising and sales business in lumber. The offices of the firm will be at 30 North La Salle street.

John Swain of the Walter A. Kelley Company, Detroit, Mich., was recently in Chicago. He is sales manager for the Kelley company.

W. B. Sabin, Michigan representative of the Chas. W. Fish Lumber Company, was in Chicago a few days during the holiday season.

The officers and directors of the American Wholesale Lumber Association met in Chicago for their mid-winter session on Jan. 8.

BUFFALO

There are reports of reviving the Panama Canal route before long. If so, it will affect the Eastern trade considerably. The markets here have always wanted more Pacific Coast lumber, but have been unable to get it and after the advance in rail rates it seemed to be pretty nearly cut out from this market, except for the highest grades. If the rate reported on the proposed revival of the shingle trade over that route is as low as it is expected to be other rates will be low accordingly, and this will bring an additional amount of Pacific Coast lumber to this side of the country.

Buffalo building costs for 1920 were \$13,141,000, or only slightly different from those of 1919, which were \$13,033,000. The largest month last year was May, which totaled \$2,110,000, and the smallest month was February, which was only \$401,000.

The Buffalo lumber wholesalers held a party at the Iroquois Hotel on Jan. 4, not to celebrate the big profits lately realized, but to fittingly mark the start of another year, with its prospects for better things. The "deviltry" committee was in charge of the affair, with Fred M. Sullivan as chairman and Charles N. Perrin vice-chairman.

The prize for the biggest tree in New York state has been awarded to Charles J. Richards, editor of the Gowanda News, for an elm tree which is nearly thirty feet in circumference at 4½ feet from the ground. Gowanda is only thirty-three miles from Buffalo, on the Erie Railroad, and is located partly in Erie county and partly in Cattaraugus county. The tree has no branches for fifty feet from the ground and the circumference at that point is twenty feet. The height is over 100 feet.

The contest for the biggest tree was started by the New York State College of Forestry.

The receipts of lumber by lake for the past season were 10,786,372 feet, which is only about one-fourth as much as was received in 1918. Hardwood receipts made up but a small part of the total, which was

nearly all white-pine box lumber. The number of shingles by lake was also small, being 35,611,000, or about 70 per cent of the receipts of 1919.

PHILADELPHIA

The Philadelphia Lumbermen's Golf Club held the last tournament of the season at the Torresdale Country Club. Mr. Thos. E. Coale, president of the organization, was the genial host, and took care of every little detail as only he knows how. The first prize was won by Horace G. Hazard, second by William Henry Smedley, third by Fred A. Benson, and fourth by Volney G. Bennett. The new president, William L. Rice, presided.

James M. Hamilton, yard and planing mill operator of Chester, Pa., suffered a slight loss by fire, recently.

L. H. Farris, of the Farris Hardwood Lumber Company, Nashville, Tenn., manufacturers of hardwoods, was up during the middle of December looking over trade conditions at consuming points.

George W. Butz, Jr., of the Butz Lumber Company, hustling wholesalers of Wilmington, Delaware, has just returned after spending two weeks at mill points through West Virginia.

M. N. Wilson of the Wilson Lumber Company, manufacturers, Elkins, West Va., spent a few days in Philadelphia. Mrs. Wilson accompanied him. He reports that the several mills of the company are running in good order, producing the best grades of hardwoods, and that prospects are good for a fine trade in the near future.

J. R. Taylor, manager of the Kelsey Hardwood Lumber Company, Maple specialists of North Tonawanda, has been visiting his friends in Philadelphia. He reports that business is good considering general conditions.

PITTSBURGH

Several faces of well known Pittsburgh wholesalers were missing at the annual Christmas party at the William Penn Hotel, the Monday before Christmas. Among these were A. J. Fisher, president of the Myers-Parson Lumber Company, who died several months ago at his home in this city, after having made a hard fight for life in the mountains of New England. Also R. D. Baker, president of the Empire Lumber Company, and A. G. Breitwieser of the Merchants and Manufacturers Lumber Company, both of whom are in the lumber business in California.

James L. Linehan, formerly president of the Linehan Lumber Company of this city, has just arrived in Cincinnati from a trip to England which he made in the interest of the Mowbray & Robinson Lumber Company, with whom he has been connected for several years.

The Allegheny Lumber Company finds business very quiet at present

but is looking for quite a boom in building just as soon as building starts. They do not expect this, however, until next Spring.

H. D. Biery Lumber Company which makes a specialty of mining and industrial stocks, reports business very slow. There is little buying being done by the mining companies which are running on a slack schedule for this season.

The plant of the Safety Sled Company at Mt. Jewett, Pennsylvania, was burned Dec. 27, with loss of \$35,000. There was \$14,000 insurance. More than 4,000 finished sleds were burned. This concern was a large buyer of hardwoods and the plant, which was owned by Frank Hornquist, will be rebuilt soon.

The Koppers Products Company, whose plant in Rankin, Pennsylvania, was destroyed by fire some time ago, has about decided to rebuild its plant in the borough.

The Frampton-Foster Lumber Company reports that it had the best year in its history in 1920. This was due very largely to the fact that the company was able to deliver promptly its surplus stocks of oak, chestnut and hardwoods from its Kentucky plant.

The total of building done in Pittsburgh in 1920 was \$1,225,000 more than in 1919. Only one year—1914, made a better record, the total for that year being over \$18,000,000. Also, the total of real estate sales in Pittsburgh last year was much larger than in former years on account of the big boom in home buying.

The residence of W. H. Harding of the American Lumber and Manufacturing Company in Ben Avon was nearly destroyed by fire a few days ago the loss being placed at about \$50,000. Mr. Harding and his family are now living at the William Penn Hotel.

BALTIMORE

Turner W. Isaac, one of the regional directors of the American Wholesale Lumber Association for this district, has gone to Chicago to attend a meeting of the board called by President J. H. Burton for Jan. 7. The precise business to be disposed of was not stated in the notification, but Mr. Isaac expected that matters of special interest to the trade would come up.

Charles P. Rook, who has been sales manager for the R. E. Wood Lumber Company, Continental building, this city, for nearly two years, has severed his connection with the company and during the holidays took a brief rest with relatives at Williamsport, Pa., his former home. At the time of leaving Baltimore Mr. Rook had not made any definite plans for the future.

Benjamin L. Linthicum, former lumberman and shipbuilder, died on the morning of January 1 at his home at Church Creek, Md. He was a native of the town, having been born in 1856 and entered the mercantile business early in life.

The ship ceiling firm of William F. Shinnick & Company has been incorporated and will continue the business hitherto conducted at 931 Fell street. Mr. Shinnick was for a number of years actively associated with the Chesapeake Ship Ceiling Company and during the war supervised the work on vessels belonging to the British Admiralty in fitting them out for the transportation of troops and horses.

The report of the Building Inspector for 1920 shows that the estimated cost of the new buildings, repairs and additions for which permits were obtained during the year amounted to not less than \$36,000,000, which is about \$10,000,000 in excess of 1919. Most of the new construction was on account of industrial establishments, a number of which were attracted to the city.

Frank L. Winchester, manager of the lumber department of the Champion Fibre Company, of Champion, N. C., who makes his headquarters at Asheville, stopped in Baltimore during the holidays on the way to visit his family at Cambridge Springs, Pa. Mr. Winchester, who is well-known here and has many friends, stated that the hardwood business had been decidedly quiet, and he therefore felt the time was opportune for a vacation.

Charles Morse of Morse Bros., Rochester, N. Y., stopped in Baltimore during Christmas and New Year in the course of a business trip through some of the Eastern territory.

Another visiting lumberman was Ward F. Brown, head of the Brown-Bleedsoe Company, Munsey Building. Mr. Brown spends much of his time at Escota, N. C., where he operated a big lumber mill until its destruction by fire last year. The timber having been fairly well cut out, the plant will not be rebuilt, several small mills being relied upon to utilize the remaining stumpage.

COLUMBUS

The report of the Columbus building department for the year 1920 shows that permits for structures costing in excess of \$10,000,000 were issued during the year, which exceeded any previous year by more than \$3,000,000. In fact the year was the best in the history of the city as far as valuation of structures was concerned, although the number of permits did not reach that of some previous years.

T. T. Van Swearingen, formerly a lumberman of Columbus, now connected with the Carstens & Earles Co., of Seattle was a visitor in Columbus recently. Mr. Van Swearingen left Columbus about a dozen years ago and has been very successful in the West. He is making a four months' trip to eastern cities for his concern.

NASHVILLE HARDWOOD FLOORING CO.,
Manufacturers and Wholesalers
Hardwood Lumber and Hardwood Flooring
E. BARTHOLOMEW, MANAGER
3622 South Morgan St., **CHICAGO**

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We have very complete stocks of
dry lumber in 4/4 to 16/4 thickness
DOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

The Hunising Wooden Ware Company, of Piqua, Ohio, has been chartered with a capital of \$400,000 to manufacture many kinds of wooden articles. Incorporators are H. A. Raymond, C. D. Mason, W. P. Belden, E. H. Janes and C. G. Herr.

Following a short illness from Bright's disease, Marshall A. Teachout, vice-president and manager of the Columbus Branch of the Teachout, Sash, Door and Glass Co., died at his late residence 1115 Neil avenue at the age of 78 years. He was a veteran of the civil war and leaves a son W. C. Teachout, who is connected with the Columbus branch.

The capital of the Arko Lumber Company, of Portsmouth, has been reduced from \$250,000 to \$25,000.

The Hankey Lumber and Building Company, of Bowling Green, Ohio, has been chartered with a capital of \$75,000 by P. S. Hankey, F. A. Hankey, D. B. Hankey, H. J. Rudolph and E. D. Bloom.

F. B. Pryor, sales manager, W. M. Ritter Lumber Company, reports a larger number of inquiries recently, which are taken as a good indication of improvement in the hardwood trade. He says a number of the inquiries are undoubtedly feelers from dealers to secure information to make inventories, but some are expected to develop into orders. The tone of the market is improved and a gradual increase in buying is expected during the month of January. Prices are fairly well maintained at former price levels. Mr. Pryor left recently on a business trip to Detroit and Toronto, Canada.

E. M. Stark, secretary of the American Column and Lumber Company, says trade conditions are gradually improving in all sections. Railroad inquiries and orders are more numerous.

P. M. Andersen, formerly with the Brasher Lumber Company, of Columbus, has purchased the lumber and supply business of F. J. Emswiler at 1826 East Long St., Columbus. A full line of lumber and building supplies will be handled.

Papers have been filed increasing the authorized capital of the M. B. Farrin Lumber Company, of Winton Place, Near Cincinnati, for \$1,000,000 to \$1,250,000.

CINCINNATI

The kiln rooms of the new addition of the M. B. Farrin Lumber Company are nearing completion. Officials of the company fail to heed the present dark forebodings and claim to see the silver lining of good business.

Building in Cincinnati during eleven months ending Dec. 1 exceeded operations of the corresponding period of 1919 by more than \$3,000,000.

It has been announced that the Hardwood Wholesalers Association will convene in Cincinnati toward the end of the month.

INDIANAPOLIS

Fire of unknown origin destroyed a shed at the William P. Jungclauss Company. The loss was \$500. The company's plant was almost destroyed by fire some months ago and is being rebuilt.

Elmer E. Wier, for twenty years superintendent of the Parry Manufacturing company and its successor, the Martin-Parry Corporation, died Saturday evening at the Methodist Hospital after a week's illness.

Plans are under consideration by the Powell Myers Company of South Bend, Ind., for the removal of their sawmill plant at Rochester, Ind., to Michigan. The Rochester plant has been in operation for the last eight years and was shut down recently for an indefinite period, although they have thousands of feet of timber on hand to be sawed into commercial timber.

The Studebaker Corporation at South Bend, Ind., will discontinue the manufacture of wagons after this year, and will make only motor cars. The Studebaker Wagon Works was established by five brothers more than sixty years ago and because of its tremendous activity on war contracts during the Civil war became the leading wagon factory in the world. During the past few years, however, the automobile business has been taking the lead, and the firm's heavy world war contracts were for the manufacture of motor vehicles. Only a small percentage of the corporation's stock is now held by the descendants of the Studebaker brothers.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING

OAK AND MAPLE

We Specialize in Less than Carload Shipments

We offer COMPLETE STOCK

WISCONSIN OAK

"TRY US"

MAPLE

4/4" No. 1 Com. & Btr. .5 cars
4/4" No. 2 Com. 4 cars
5/4" No. 2 Com. & Btr. .6 cars
8/4" No. 2 Com. & Btr. .4 cars
10/4" No. 2 Com. & Btr. .2 cars
16/4" No. 2 Com. & Btr. .1 car

BIRCH

4/4" No. 1 Com. & Btr. .3 cars
4/4" No. 2 Com. 5 cars
5/4" No. 1 Com. & Btr. .3 cars
8/4" No. 2 Com. & Btr. .3 cars
8/4" No. 1 Com. & Btr. .2 cars
12/4" No. 2 Com. & Btr. .1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

A petition was filed with the clerk of the United States District court Jan. 3 by several large creditors who were seeking to have the Indiana Mill and Lumber Company of Crawfordsville, Ind., declared bankrupt. Fraud is among the charges. Claims listed in the petition total \$14,529.61 and were filed by the Velie Motors Corporation of Moline, Ind.; Cornelius Lumber Company of St. Louis, Mo.; Baltimore & Ohio Railroad Company, the Roachdale Veneer and Lumber Company of Roachdale, Ind.; the Winchester "D" Handle Company of Indianapolis, and the Osgood Lumber Company of Osgood, Ind.

James S. Zoller, 48, a prominent resident of Greensburg, Ind., died recently following an illness of two years. He was a retired lumberman.

At a meeting of the creditors and stockholders in the Federal building, Dec. 23, Eben H. Wolcott, president of the State Savings and Trust Company, was elected as trustee in bankruptcy for the Indiana Saw Mills Company. Claims approximating \$100,000 are held against the company which is said to own large sections of timber lands near the Yazoo river in Mississippi.

The Marion Chair Company of Marion, Ind., has gone out of business and has so notified the secretary of state.

Henry S. Lewis, thirty-five years old, secretary of the Old Hickory Chair Company of Martinsville, Ind., died at his home the night of Jan. 1 of pneumonia. He is survived by a widow and one son.

The Shelbyville, Ind., branch of the L. A. Young Industries Company, formerly the Schmoe Furniture Company, has been sold to Emmett L. Van Dolsen, general manager of the factory for two years.

The White Wood Products Company of Crothersville, Ind., has increased its capital stock to \$250,000.

The plant of the Capital Furniture Manufacturing Company at Noblesville, Ind., has been closed down and will remain out of operation for an indefinite period. During the lull in business, the annual inventory is being taken.

The plant of the Alexander Box Company here was badly damaged by fire recently causing a loss of more than \$10,000. The fire is believed to have been of incendiary origin. Most of the damage was done to stocks of finished product and to large stocks of lumber, the part of the factory housing the machinery escaping damage. Alex Alexander, president of the company, recently sold the building and real estate, but was intending to continue operations in the plant.

Furniture prices throughout the country should range one-third lower than they were six months ago, Ed Showers of Bloomington, Ind., said recently. He is president of the Showers Brothers' Company, which has factories at Bloomington and in Burlington, Ia., and which brings its lumber direct from the forests by a systematic transportation system. "It is unwise to believe that furniture can stand out as an exception and not participate fully in the worldwide decline of commodity prices," Showers said. "Values must be stabilized on very much lower levels even if necessary, temporarily at least to disregard profits. The manufacturer, Showers said, should fix prices now, anticipating enough that no changes will be necessary for at least six months, which would stabilize the price level and restore public confidence. These two factors are necessary, he said, for a revival of trade.

EVANSVILLE

The North Side Savings and Loan Association of this city, composed of some of the strongest business men in Evansville, has elected Theodore E. Rehtin, of the Rehtin Lumber Company as president for the ensuing year. H. E. Hulsman, a well known real estate man and builder, has been elected secretary.

Ben Weiss, who for some time past has been manager of the Simpson Lumber Company at Poseyville, Ind., on the first of the year was transferred to Eldorado, Ill., where he has assumed the management of the company. The company has not as yet selected the successor of Mr. Weiss at Poseyville.

The next regular meeting of the Evansville Lumbermen's Club will be held at the New Vendome Hotel on Tuesday night, January 11th and after a business men's luncheon has been served, the standing committees for the coming year will be announced by J. C. Greer, of the J. C. Greer Lumber Company, who was elected president of the club at the last meeting to serve during the ensuing year. It is expected that many of the old committees will be re-appointed by Mr. Greer. William S. Partington, secretary and treasurer of the club, who was re-elected at the last meeting will make his annual report.

Fire a few days ago at Henderson, Ky., twelve miles south of here, did damage to the extent of \$100,000. Among the losers was the Wyatt Lumber Company, the loss to this concern being about \$45,000. The loss is covered by insurance. It is not known at this time if the company will re-engage in business. The origin of the fire has not been determined.

During the year 1920 there were 936 building permits issued in the city of Evansville, according to Edward C. Kerth, city building inspector, the value of the permits totaling \$1,581,338, this being an increase of a little over \$184,000 over 1919. The permits issued during the month of December showed a slight decrease over the corresponding month of last year.

The Carriage Woodstock Company's factory in this city, after a temporary shut-down of several weeks, is now running two days a week.

Paepcke Leicht Quality Hardwoods

**S
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Prompt Shipments—Dry Stock—Uniform Quality and Inspection

Band Sawn and End Trimmed—Full and Uniform Thickness

Complete Product of the Log, in the Grade Purchased

Good Run of Widths and Lengths

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ASH		ELM		5/4" Log Run..... 35,000'		4/4" No. 1 C. & Sel. 50,000'		4/4" No. 2 Common. 150,000'	
4/4" Log Run.....	30,000'	4/4" Log Run.....	50,000'	PECAN		5/4" 1sts & 2nds....	3,000'	PLAIN WHITE OAK	
5/4" Log Run.....	25,000'	5/4" Log Run.....	100,000'	8/4" Log Run.....	30,000'	5/4" No. 1 C. & Sel.	15,000'	4/4" 1sts & 2nds....	50,000'
6/4" Log Run.....	35,000'	6/4" Log Run.....	50,000'	PLAIN RED GUM		6/4" 1sts & 2nds....	8,000'	4/4" No. 1 C. & Sel.	150,000'
8/4" Log Run.....	30,000'	8/4" Log Run.....	30,000'	(Plain Wood)		6/4" No. 1 C. & Sel.	15,000'	4/4" No. 2 Common...	100,000'
10/4" Log Run.....	30,000'	10/4" Log Run.....	35,000'	4/4" 1sts & 2nds....	75,000'	QUARTERED RED GUM		6/4" Log Run.....	7,000'
12/4" Log Run.....	35,000'	12/4" Log Run.....	30,000'	4/4" No. 1 C. & Sel.	100,000'	(Sap, No Defect)		PLAIN RED & WHITE OAK	
COTTONWOOD		16/4" Log Run.....	2,000'	1 1/2" No. 1 C. & Sel.	15,000'	6/4" No. 1 C. & Btr.	50,000'	(Mixed)	
4/4" Box Bds. 9-12"	15,000'	MAPLE		5/4" No. 1 C. & Sel.	50,000'	8/4" No. 1 C. & Btr.	50,000'	4/4" No. 3 Common...	50,000'
4/4" Box Bds. 13-17"	25,000'	4/4" Log Run.....	35,000'	6/4" 1sts & 2nds....	7,000'	SAP GUM		5/4" No. 3 Common...	75,000'
4/4" 1s & 2s 13" & up	30,000'	5/4" Log Run.....	7,000'	6/4" No. 1 C. & Sel.	8,000'	4/4" Pnl. & W. No. 1	16,000'	4/4" No. 1 C. & Btr.	30,000'
4/4" 1sts & 2ds 6-12"	25,000'	6/4" Log Run.....	50,000'	PLAIN RED GUM		4/4" Box Bds. 13-17"	75,000'	4/4" No. 1 C. & Btr.	30,000'
CYPRESS		8/4" Log Run.....	25,000'	4/4" No. 1 C. & Sel.	10,000'	4/4" 1sts & 2nds....	100,000'	4/4" No. 1 C. & Btr.	30,000'
4/4" No. 1 S. & B...	75,000'	10/4" Log Run.....	18,000'	5/4" 1sts & 2nds....	6,000'	5/1" 1sts & 2nds....	30,000'	4/4" Strips 2 1/2-5 1/2"	100,000'
4/4" No. 1 S. & B...	50,000'	12/4" Log Run.....	50,000'	QUARTERED RED GUM		PLAIN RED OAK		4/4" Log Run.....	125,000'
5/4" No. 1 S. & B...	50,000'	SYCAMORE		4/4" No. 1 C. & B...	50,000'	4/1" 1sts & 2nds....	50,000'	5/4" Log Run.....	25,000'
5/4" No. 1 S. & B...	50,000'	4/1" No. 1 C. & B...	100,000'	5/4" No. 1 C. & B...	100,000'	4/4" No. 1 C. & Sel.	200,000'	6/4" Log Run.....	10,000'
8/4" No. 1 S. & B...	75,000'								
8/4" No. 1 S. & B...	25,000'								

**PAEPCKE LEIGHT AND SUPERIOR QUALITY ARE SYNONYMOUS TERMS
TO THE BUYER OF HARDWOOD LUMBER**

PAEPCKE LEIGHT LUMBER COMPANY

GENERAL OFFICES
Conway Building
111 West Washington Street
Chicago, Ill.

BAND MILLS
Helena, Arkansas
Blytheville, Arkansas
Greenville, Mississippi

Officials of the company say that every effort will be made to keep the factory running part time during the winter months.

The office of the Allan Wilkinson Lumber Company at Oakland City, Ind., was entered by thieves at the noon hour several days ago and a small sum of money was taken.

Fred J. Bergman, who recently purchased the interest of his partner, Henry J. Mann, in the Chrisney Planing Mill Company at Chrisney, Ind., has sold his stock in the Chrisney state bank to Mr. Mann.

There is less activity now among the logging camps along Green and Barren rivers in western Kentucky, and while a few logs are being gotten out, fewer men are employed than there were during the summer and fall months. Most of the logs from that section are shipped here to use in the local mills. With the coming of bad weather, it is not expected that a great many logs will be gotten out during the next three months.

It is expected that Benjamin Bosse, president of the Globe-Bosse-World Furniture Company in this city and who is connected with several more of the largest industries in the city, will make the race for re-election to the office of mayor this year. He is now serving his second term as mayor of the city and in addition to this is state chairman of the Indiana democratic state central committee.

Oscar A. Klammer, head of four large furniture factories in this city, has returned from a business trip to Chicago. Mr. Klammer will attend the furniture market in Chicago in January.

LOUISVILLE

The Lanham Hardwood Flooring Company, suffered a \$25,000 fire loss on Jan. 1, when fire broke out in a dry kiln, and ruined the kiln, destroying 100,000 feet of quarter sawn white oak. Neither the plant or lumber on the yards was touched. P. B. Lanham reported that the loss was insured, and that the damage would be repaired at once.

The Holly Ridge Lumber Company, Louisville, and the Chess & Wymond Company, are planning to jointly drill oil wells on timberlands and cut over lands in Louisiana, where the companies have large properties, which are in the oil region of the state. Both companies have filed amendments to their charters to permit of oil drilling. The Holly Ridge Company, has also increased its capital from \$800,000 to \$1,000,000 through an issue of 7 percent preferred stock.

Amended articles have been filed by the Pettus Lumber Company, of Springfield, Ky., increasing its capital from \$50,000 to \$100,000, and also by the Alfred Struck Company, Louisville, increasing its capital from \$175,000 to \$300,000.

A fire at Campbellsville, Ky., on Dec. 28, resulted in a \$20,000 fire loss without insurance, for the firm of Singler Brothers, manufacturers of lumber and baskets. Wyatt Brothers, of Henderson, Ky., also suffered a loss of around \$75,000, in a fire which started in a neighboring garage on Dec. 29.

J. Van Norman, brother of E. B. Norman, of the Holly Ridge Lumber Company, and of the same family which operates the Norman Lumber Company, also attorney for the Southern Hardwood Traffic Association in all traffic matters, is naturally well posted on lumber conditions, therefore was interviewed by the Louisville Times for a line on lumber conditions for its annual review and forecast issue of Jan. 1. Mr. Norman in this review stated that the last three months of 1920 were the worst the hardwood wholesaler had ever known from a business standpoint, as during those three months there was a depreciation of forty to fifty percent. Mr. Norman stated that lumber was one of the very few building commodities which had gotten down to a normal basis, while other materials were still so high that building was stagnant, which was making it hard to sell lumber, which has shown the greatest depreciation of any line. Mr. Norman predicted that hardwood prices would rise in the spring, while prices of other commodities would be lowered, which would bring values together on a nearer normal plane.

Amended articles have been filed by the Inman Company, of Louisville, in the merger of the Inman Veneer & Panel Company, and Inman Furniture Company, the new company having a capital of \$1,000,000 and debt limit of \$885,000 of the capital \$115,000 is in preferred stock. The debt limit is \$350,000. Among those signing the amendment were Charles W. Inman, Harry C. Inman, E. U. Swisshelm and others.

R. R. May of the R. R. May Hardwood Company, shook the December dust of Louisville from his shoes long enough to make a holiday trip to his old home at D'lo, Miss.

After being with the Louisville division of the Southern Hardwood Traffic Association almost from its start, Miss Ethel Mertz, has resigned and gone to Tulsa, Okla., where she has relatives, and where she plans to make connections in a different line.

A record of industrial development in New Albany, Ind., during the year shows considerable increase in woodworking lines. Among new companies are the Roberts Veneer Company, now building a plant; Ames Shovel & Tool Co., handle plant; Monon Veneer Company, Period Cabinet Company, Ohio River Hub Company, and building material plant of the Building Factors Corporation. Additions were also made to the New Albany Veneer Company plant, Kahler Company, Floyd County Veneer Company and several others.

A NAME that should be
on your inquiry list for
hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
COLUMBUS, OHIO

OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of**
West Virginia
SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK

PLAIN
RED OAK

QUARTERED
WHITE
OAK

WHITE OAK
TIMBERS &
PLANK

CHESTNUT
BASSWOOD
MAPLE
HICKORY
BEECH
BUCKEYE
BIRCH
BUTTERNUT
ASH
CHERRY
WALNUT
SYCAMORE
BLACK GUM
HEMLOCK
LOCUST

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

In Louisville there were numerous new plants and additions, among which were big improvements to the Wood Mosaic Company plant; enlargement of the Southern Veneer Mfg. Company, Louisville Point Lumber Company, Mengel Company, Inman Veneer & Panel Company, Louisville Cooperage Company and several others, while several of the local companies secured by lease or purchase additional Southern mills, or operations in the state.

ST. LOUIS

In a recent issue of the "Builders' Bulletin," a periodical issued by the Building Industries Association of which A. Boeckler, president of the Boeckler Lumber Company is president, an article said that the cost of labor is what is keeping up building prices. It is said that there is no other major influence can bring a marked reduction in building costs, and it is expected the cost of building will remain high for several years.

Among all the materials used in building an inquiry developed lumber alone is the only material which has materially declined in price since the end of the war.

In connection with the furniture men's announcement of putting out a new style furniture after the first of the year, hardwood men are eagerly awaiting the outcome of the furniture show at Grand Rapids, Mich., and hope this event may have the effect of starting up the furniture trade.

WISCONSIN

A new connecting link between the hardwood and hemlock timber region in the vicinity of Crandon, Wis., and the general markets of the United States and foreign countries was established with the beginning of the new year by the formal opening of traffic by the Wisconsin & Northern Railroad on a new extension from Appleton to Neenah, where close connections with the Soo Line is effected. Wisconsin & Northern freight trains will connect at Neenah with time freight trains in either direction on the Soo Line between Neenah, Oshkosh, Fond du Lac, Milwaukee, and thus to all points south, west and east. The extension gives the Wisconsin & Northern 119 miles of main line, connecting with the Soo Line about six miles north of Crandon. It serves some of the largest logging and lumber manufacturing communities. At Hollister is located the sawmill of the Ehlinger Lumber Company, affiliated with the W. J. Campbell Lumber Company of Oshkosh; at White Lake, the Yawkey-Bissell Lumber Company has built a large mill and over 200 homes in the past eighteen months. At Neopit the Government maintains a large mill owned by the Menominee Indians, with approximately one billion, five hundred million feet of standing timber available. There are other large wood industries at Shawano, Nichols, Black Creek, Mackville and other communities along the line. Thus the opening of the new extension is an event of major interest to the hardwood industry.

The Top Company of America, established at Appleton about a year ago, has been granted authority to increase its capital stock from \$25,000 to \$100,000 for the purpose of increasing its capacity and output. It occupies part of the plant of the Graef Manufacturing Company, and later intends to erect and equip a factory of its own. C. L. Wiggin is president.

The Chas. W. Fish Lumber Company of Elcho, Wis., operating five large sawmills at Antigo, Birnamwood, Elcho and Crandon, announces the acquisition of Oscar J. Swanson as chief accountant and credit manager. Mr. Swanson assumed his new duties Jan. 1. For two years he has been assistant cashier of the First National Bank of Antigo. He will be located at the general headquarters of the Fish Company at Elcho.

The Brooks & Ross Lumber Company of Schofield, Wis., at the close of the year increased its authorized capitalization from \$1,000,000 to \$1,500,000 to accommodate the expansion of its logging and lumber manufacturing business, in which hardwood production has an important part.

The Phoenix Chair Company of Sheboygan, one of the largest manufacturers of fine furniture in the Central States, has taken up a new line of production in the nature of novelty furniture, including small nursery and breakfast sets in ornate design to represent soldiers in uniform, animals, and other figures intended to appeal to the interest of children. Each article is a miniature of standard furniture.

George L. Waetjen, head of George L. Waetjen & Company, 110-120 Reed street, Milwaukee, a large maker of veneers and panels, has been appointed captain of the guard of Tripoli Temple, Nobles of the Mystic Shrine, having Milwaukee as headquarters and the entire State of Wisconsin as its jurisdiction. Mr. Waetjen has been for several years one of the most active members in the ranks, contributing much to the growth of the Temple from 2,500 members in 1917 to 4,200 at the close of 1920.

The E. F. Wiekert Lumber Company of Neenah, Wis., has been granted a charter. The new corporation has a capital stock of \$125,000 and the incorporators are Alfred H. and Harold E. Wiekert and Arthur A. Kueher.

Articles of incorporation have been filed in behalf of the W. H. Bissell Company of Wausau, which is chartered with a capital stock of \$1,000,000 to buy and sell real estate, timberlands, etc. The chief incorporator is W. H. Bissell of Wausau, one of the leading figures in the lumber industry of the North.

The Wisconsin-Michigan Lumber Company has just placed in operation its new sawmill at Eagle River, Wis., the nucleus of which is a large mill formerly located in Grand Rapids, Wis., and moved intact to the

new site. It will cut hardwoods and has available a supply of standing timber estimated to keep the plant busy from eighteen to twenty years. Hardwood is now being cut from holdings east of State Line, Wis., running from the west end of Lac Vieux Desert to within a short distance of Iron River, Mich., a distance of nearly twenty miles.

Peter Girnaue & Sons, Eau Claire, Wis., a pioneer wagon and carriage manufacturing concern, has discontinued business and dissolved the corporation. It was established in 1876. About eight years Peter Girnaue retired to reside in California, since which time the business was conducted by his sons, Carl and William, who likewise plan to move to the West.

The Oshkosh Manufacturing Company of Oshkosh, contemplates the erection of a new factory, although it has expanded its facilities three times during 1920 alone. The factory is working three to four nights a week to fill its orders. Early last year it built an addition, 60 by 100 feet, to its main factory. Later it took over the Mathieson Boat Company plant, 40 by 60 feet, and more recently leased a floor, 60 by 100 feet, in the former Starkweather factory. J. E. Bolduc, former sales manager, has been promoted to president, and R. E. Russey of Chicago has become associated with the company as general manager, J. C. Frey continuing as factory manager. The principal product is domestic washing machines.

Julius Thielman of Merrill, one of the largest loggers in the North, has arranged for an input of 1,000,000 feet of hardwood and hemlock logs during the present winter, at Conklin Spur, Heineman branch, Valley division, Chicago, Milwaukee & St. Paul railway. R. C. Thielman of Tomahawk, will put in 5,000,000 feet of hardwood and hemlock on the Marinett, Tomahawk & Western line. The hemlock cut of both will go to the Wausau Paper Mills Company of Brokaw, and the hardwood will be sold to various lumber manufacturers.

Hardwood lumber producers at Merrill, Wis., who closed their mills during the last two months, are resuming operations. The B. Heineman Lumber Company and the Olthoff Lumber Company resumed early this month. The A. H. Stange Company and the Kinzel Lumber Company, which have been steadily in operation all winter, are planning increased output. The logging work this winter is about equal to that of last winter in most cases.

The Hardwood Market

CHICAGO

While there has been little actual increase in demand on the Chicago hardwood market since the holidays, there is noticeable a strong undercurrent of latent demand. Inquiries that seem to mean business are increasing, and local consumers of woods that have been closed down are making preparations to resume operations. Some have already resumed. The prospect of easier credit rates is encouraging plans for increased operation of hardwood consuming plants. Hardwood lumbermen are waiting with some hope for the outcome of the Grand Rapids and Chicago furniture markets, which may give the furniture factories of this region sufficient volume of orders to revive the demand for hardwoods. In the meantime production of hardwoods has been further restricted with the advent of the New Year.

ST. LOUIS

The market here is still dull and weak. Apparently things are going to depend greatly upon the furniture men. Dealers have been marking the price of furniture down. The reduction of prices no doubt will start the public buying furniture and this should have a beneficial effect on the hardwood industry, when the dealer will have to replenish his stocks from the sale of furniture at the reduced prices, it is apparent that a demand for furniture from the manufacturer is going to start within the near future. Furniture manufacturers are optimistic as to the future and they are looking to the hardwood manufacturers to make stable markets.

Railroad buying has been very discouraging during the past two weeks. This has contributed to the general stagnation.

It is reported that several large automobile manufacturing plants are due to open after some months of shut-down, in which case the hardwood men will benefit.

Large inquiries from customers continue to come in, which is an indication that things are likely to start moving soon. Prices have shown very little change in the past month and customers are apparently convinced there will be no further reduction.

BUFFALO

The hardwood market is quiet, not yet starting up from the inactivity of the holiday season. Consumers are making a little more inquiry for stock and are hopeful of being busier soon, but they are finding trade hesitating as yet and until it gets under way they contemplate buying with great caution. Many plants are closed down, or else operating at much reduced capacity, and not much increase in business is looked for

WE WANT TO SELL the following Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 No. 1 & Btr..	40,000'	4/4 No. 2 & Btr..	40,000'
4/4 No. 2 Com..	175,000'	5/4 No. 1 & Btr..	175,000'
5/4 1st & 2nds..	50,000'	5/4 No. 2 Com..	40,000'
5/4 Selects	65,000'	6/4 No. 1 Com..	20,000'
5/4 No. 1 Com..	60,000'	6/4 No. 2 Com..	175,000'
5/4 No. 2 Com..	200,000'	8/4 No. 2 C. & B.	150,000'
6/4 1st & 2nds..	20,000'	10/4 No. 2 & Btr.	60,000'
6/4 Selects	30,000'	BASSWOOD	
6/4 No. 2 Com..	50,000'	4/4 No. 1 & Btr..	200,000'
8/4 No. 1 C. & B.	35,000'	4/4 No. 2 Com..	200,000'
SOFT ELM		SOFT MAPLE	
6/4 No. 2 & Btr.	90,000'	4/4 No. 2 & Btr.	75,000'
		6/4 No. 2 & Btr.	11,000'

Can furnish all kinds of
Hemlock and Hardwood Crating

BAND MILLS AT
CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.
NOT INCORPORATED
19 So. La Salle Street, CHICAGO

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.



The CHICAGO APPROVED PORTABLE Watchman's Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS

No. 9 Church Street, NEW YORK
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FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
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right away. The feeling is that business is going to be much better this spring than it has been for several months past.

Prices are showing the same unsettlement as for some time past. So little demand prevails that sellers find it expedient to cut prices occasionally to get the business. It is a buyer's market to a large extent, with no established prices in most woods. The desire of turning lumber into money is uppermost with many and until the effect of the shut down of mills is more manifest it is expected that prices will be unsettled. Everybody looks for a better price situation within a few weeks.

PHILADELPHIA

While during the past few weeks there has been very little business done in the Philadelphia market, brighter prospects seem to be in store for the future, and dealers are anticipating better business than they have had for some time. It is too near to annual inventory taking to feel the direct effect of the figures arrived at, but it is clear that most of the retail dealers as well as consuming factories will find their stocks very low, and greatly in need of adjustment, if these anticipated demands are to be met, and met at once. Manufacturers and wholesalers are more averse than ever before to force stock upon the market regardless of price. There are very few transit cars. With even an inconsiderable demand after stock taking, it should tend toward stabilizing values, and by Spring things should be about normal again. It is said that the money situation is easing a little, which, of course, is a very important matter. There is no news from the manufacturing field, except short production. Many saw mills closed down during this season until after the holidays, but we learn that a great number of them will not reopen until they see some improvement in trade. Of course, a small production is expected this winter, because of the many plants being closed, and because of bad weather conditions. Cypress and Hemlock are holding up very well, altho they are somewhat off in price. Hardwoods have been firm for the last thirty days, and it is noted that the better grades of dry stocks are rather scarce. On the whole, the situation is good, considering general conditions. Trade is "getting well," and indications are that 1921 will bring good normal business.

PITTSBURGH

The year 1920 closed with those wholesalers who made a specialty of hardwood in much better shape financially and in very much better spirits than any other lot of wholesalers in Pittsburgh. All through last year the hardwood business kept up fairly well and results obtained were much better than in the other woods. This year's operations are very quiet and there is absolutely no life to the work. Purchasing agents are beginning to put out feelers for large orders to be placed in the near future for railroad companies and industrial companies. So far no business has developed from these sources. The outlook is good and it only remains to be seen how long the wholesalers will have to wait for this business. Some plants are not starting up while others are shutting down so that the industrial situation is not favorable to lumber business.

The mining trade has also done fairly well. The building situation is very unsatisfactory and it may be well on to April before much building is started.

BALTIMORE

The members of the hardwood trade have begun the new year with conditions much the same as they were during a considerable portion of 1920. It does not appear that the inquiry for stocks has been quickened to any material extent or that the movement has increased noticeably in volume. Buyers show the same disposition to hold off as before, while the range of prices has undergone no improvement. At the same time it is also to be said that the number of those members of the trade who profess to see better things ahead is on the increase, and here and there is heard an expression of the belief that the bottom has been reached and that this is a good time to place orders in anticipation of a rise. This opinion, of course, is based upon the holding back that has characterized the general situation during weeks of the last year, and as much upon the reports of many saw mills either shutting down or preparing to do so, or greatly curtailing their output. It may be accepted as certain that the production is very much smaller than it was, while the resumption is at least a fair one that the delaying of orders has worked to reduce the holdings of consumers of hardwoods to such an extent as to make assortments no longer adequate for the needs of these consumers. Prices are very uncertain, the fluctuations being at times wide; but the situation that exists now is believed to be favorable for a stiffening of the market.

COLUMBUS

The hardwood trade in Columbus and central Ohio has been rather quiet during the holiday season, but that was to be expected. It is usually a dull period, which coupled with the fact that business is very much unsettled and buying of hardwoods have been limited, made it still duller than common. But a feeling of optimism prevails everywhere and this feeling is gaining as the spring season approaches. The tone of the trade is better than formerly and inquiries are more numerous. Some of the inquiries were for the purpose of securing information for inventories, while others developed into orders.

Retail stocks are low in every section, and this is taken as an indication that buying will be more pronounced. The dealers are selling some stocks right along and since their stocks are broken it will be necessary for them to come into the market soon. Some are holding off for lower quotations and until after inventories are completed. Retailers are expected to buy in limited amounts during the early months.

Manufacturers are also holding off largely. Furniture and piano manufacturers are buying only slightly as they are waiting until after the January shows. Implement factories show a better disposition to enter the market. Automobile concerns are going slow. Box factories are the best customers among factories and are buying low grade poplar, basswood and oak.

CINCINNATI

A quiet, the like of which has not been known in years, continues to pervade the Cincinnati hardwood market. Hopes that the first of the year would bring a favorable upturn have been blasted, although as yet it is too early to judge what the current month may bring. The optimism, which until of late has been pronounced in the Cincinnati market, is slowly fading and giving place to pessimistic views, which, if they are to be taken as criterions of good judgment, speak badly for the future of the market. Those who have maintained that the opening month of 1921 will bring good business are not so sure now, but steadfastly maintain that the worst is over and the best is yet to come. Some dealers are of the opinion that the dullness will prevail until late in the summer, but the consensus of opinion that April will be the month when the big drive will open. Building plans are at present being deferred. This, however, will not continue long, and already builders are getting ready for the Spring campaign. Furniture manufacturers and vehicle makers are cautious buyers, as are the railroads.

INDIANAPOLIS

No change is to be noted in prices, but there appears to be a slight increase in demand. Most of this increase is coming from the woodworking industries, which gradually are beginning to increase production. Officials of these plants admit that little demand is being noticed for the finished product, but they say in order to keep their organization together they intend proceeding in a small way with production on the chance of demand later on. The hardest hit of all the woodworking industries appear to be the automobile body plants here and the plants making cabinets for talking machines. Other plants never have curtailed their production to the same extent, though there was a general curtailment. Furniture factories in Noblesville, Ind., and Shelbyville, two cities near Indianapolis have been handicapped, the Shelbyville plants because of labor troubles and the Noblesville plants because of lack of orders. These factories are reducing prices right along and eventually they hope to strike a price which will move their stocks. The furniture plants, generally, have considerable stored stocks of finished products awaiting a demand. Retail yards report little demand, but they say because of a slight increase in demand from the industries, the market has been somewhat strengthened.

EVANSVILLE

Dull and sluggish are the words that express the situation as far as the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky are concerned. This has been the case for the past several weeks. In fact the volume of business that has been and is being done by the manufacturers of this section is about 20 per cent of normal. While January is expected to bring in some business, in the opinion of the manufacturers trade is not going to show any marked improvement during this month. Some of the manufacturers say they believe that January will be a better month than December and that trade will gradually get better between now and the first of March. Lumber prices have not changed materially during the past months. Some of the mills are being operated and the owners have said they were going to keep their plants in operation as long as their supply of logs holds out. Logs are coming in slowly, in fact few if any logs are coming in from the logging districts of the south, and it is not expected that many logs will come from that section until the rainy season has been past for some time. One of the best known lumber manufacturers of this city said the other day that in his opinion the lumber manufacturer who for the next six months can "break even" is to be considered lucky. With the resumption of the furniture factories and other wood working plants of Evansville, it is believed that the demand for lumber in Evansville will show a gradual picking up during the next few months.

MEMPHIS

Although the new year has brought no material change in the hardwood lumber situation at Memphis, so far as prices and volume of business are concerned, there is admittedly a more optimistic feeling among members of the trade here regarding the outlook for 1921.

It is generally conceded that there will be little activity before Jan. 15, the date on which inventorying is completed, and some hold that there may not be much doing before March 1. Still others insist that the first half of 1921 will be quiet for the reason that the building programme can-

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not get well under way for several months and for the additional reason that furniture manufacturers will probably not find a large demand for their output until the construction of homes in a large way creates larger buying. Nor is there very great hope of large foreign business. There are more inquiries from overseas and there is some business actually under way. But the position of foreign exchange is so unsatisfactory that those who are most familiar with conditions in Europe do not hold out much encouragement for the next few months from that source. It is believed by the majority of the trade, however, that there will be steady improvement during the first half of the year and that good business will develop during the latter half of 1921. "If a bad beginning is any sign of a good ending, the latter half of 1921 ought to be one of the best periods in the history of the industry." This is the language used by S. M. Nickey, president of the Green River Lumber Company, and by other prominent lumbermen here.

One of the principal reasons for the greater optimism lies in the fact that manufacturing and consuming individuals, firms and corporations in the hardwood lumber industry and allied industries have weathered the recent period of deflation in far better shape, financially, than many feared would be the case. Very few failures have been reported in any direction and, with the worst believed to be over in shrinkage of values and in contraction of business, it is felt that considerably better times are ahead. It is also regarded as highly probable that credit will be far less restricted during 1921 than has been the case during the past few months and that removal of the credit scarcity which has been at the bottom of delation and contraction will bring return to more normal and more healthy business.

Some recovery in hardwood values is expected during the year although there appears to be no general desire for return of the "wild" values which have been, in a measure, responsible for the present upset condition of the industry. James E. Stark of James E. Stark & Company, says he hopes that values will be on a stable level and that, when business does become normal again, it will remain so for an indefinite period, thus making continued operations on a profitable basis possible, and he expresses the sentiment of many members of the trade on this point. Undue expansion of values has brought about abnormal contraction of both prices and business and lumber interests do not want a repetition thereof if expressed views of members of the trade here may be taken as a criterion. However, there is more or less dissatisfaction with current values of hardwood lumber for the reason that they are not anything like enough to cover manufacturing costs.

One of the developments of 1921, however, will be substantial reduction in manufacturing costs, principally in the direction of materially lower prices for labor employed in the woods and at hardwood plants and in the cost of food and feedstuffs. Machinery and other equipment are offering at pretty high relative prices even yet but members of the trade anticipate that there will be some decline in these as the year advances, particularly as steel and iron and lumber, the principal materials entering into their manufacture, are selling at substantial discounts from recently quoted values.

It is quite clear that production of hardwood lumber during the first few months of 1921 will be extremely light. This view is based on the fact that only 12 to 13 per cent of southern hardwood manufacturers and almost an equally small percentage of northern producers are operating their plants at this time. The percentage of southern hardwood manufacturers who are now running will probably show a further decrease this month as other plants are going out of commission before Feb. 1. The big point, in this connection, however, is the fact that all of the 87 to 88 per cent of manufacturers who have closed down their plants in the last few months are wholly without reserve supplies of logs. They made it a point to cut up their logs in practically every case before they closed down their plants and they ceased work in the woods before they stopped converting logs into lumber. Little logging is possible, except at practically prohibitive cost, during the winter and early spring months and there will be little lumber produced, relatively, in the South during the next few months for the reason that the logs are not available out of which to make it. But, over and beyond this fact, there is practically no desire on the part of manufacturers of southern hardwoods to operate their plants under present conditions. They are carrying pretty large stocks and they do not care to add to the quantity they are having to carry in the absence of more than a modest demand therefor. When manufacturing costs are lower, when logging operation may be conducted without undue expense and when there is an appreciable demand for hardwoods, manufacturing will be resumed, according to Memphis lumbermen, but very little will be done until these conditions come about.

As to stocks at the beginning of the year: It is conceded that these are below rather than above normal. In the case of certain items, there is a scarcity of the higher grades. This is true in connection with plain red and white oak and plain sap gum in firsts and seconds. The greatest accumulation of southern hardwoods is admittedly in the case of No. 1 common and lower grades and it is expected that this condition will continue for some time for the reason that present high freight rates are restricting outlets for material of this character. Southern hardwood lumber interests are painfully aware of this condition and they are planning to take vigorous action in the direction of lower freight rates on all lumber, with particular reference to the lower grades. This will be done through the Southern Hardwood Traffic Association and not much time

will be lost, it may be stated, before the campaign is formally launched. John W. McClure, secretary of the Bellgrade Lumber Company and president of the National Wholesale Lumber Dealers Association, predicts that, unless there is substantial reduction in freight rates on low grade lumber, there will be two direct results of present high transportation cost: (1) equipment of southern hardwood plants with machinery for converting low grade lumber into box shooks, drawer bottoms and various other products so that these may be shipped in fabricating shape, thus eliminating the enormous waste therein on which freight must be paid under the present system; or (2) removal of box factories and other low grade consuming plants from their present locations closer to raw material supply.

LOUISVILLE

Business with the local hardwood trade is merely idling along at the present time, there being very little activity, and most of the offices showing a dull aspect. Until the January inventories are over it is not expected that there will be much revival of business, but it is believed that the building trades will take a good deal of material this year, and that the furniture trade will not be so dull.

Prices of hardwoods today are almost on a pre-war basis, and it is alleged that this condition is not due so much to cutting of prices on the part of the smaller operators, as among some of the large ones, who were fairly well stocked, and who in meeting back and other obligations sold at a sacrifice. Right now there is not any great demand for any line of hardwoods, although poplar and plain oak appear to be two of the best sellers. Walnut is not showing so much since the cabinet trades hit into a slump, and mahogany is not especially good. Veneers and panels are moving very slowly, such plants being on a very small production basis.

BEAUMONT

The hardwood situation is apparently clarifying and manufacturers expect a distinct revival of business during the early part of the present year. They do not look for a boom, there being nothing to justify such a conclusion. But they do expect a lively increase in the demand which should bring back a stable market with enough margin of profit to induce the mills now idle to start up again.

It is very evident that the mills in this section will look to reducing the cost of producing to give them a margin of profit. They do not expect their product to get back to the former high level which made big wages possible, neither do they expect it to reach a point where present wages can be maintained. The truth of the matter is, the wage reduction scale is already underway. One of the largest concerns in the state had given notice that on Jan. 7, \$3 will be the common labor basis for a day's work. Some of them consider \$2.50 a more equitable basis and this wage will be inaugurated in some districts.

With the hardwood mills, very little labor trouble could result from the establishment of any kind of a scale. More than half of the mills are down and they would merely start up with the old scale. If the men did not want to accept that figure, the jobs would merely go to those that do. There could not be much striking at this time for very few are working. Manufacturers point out that they have been paying \$4 a day for men who formerly received \$1.50 for longer hours and did better work. The war broke up the old crews and the labor was much less efficient.

MILWAUKEE

Hardwood manufacturers in Northern Wisconsin report that while at the beginning of the new year there is no appreciable increase in orders, a firmer tone of the market is noticeable and they look for an accentuation from this time forward. Production of hardwoods is estimated at about 20 per cent of normal, while stocks are considerably below normal. This condition is believed to promise a very good year. Hardwoods are being cut more conservatively than at any time in recent years. Quarter-sawed oak, which was not being cut by the quarter-saw method in recent years owing to the waste, has not come into use in the North, although reports from southern hardwood regions indicates a resumption of this method. In Wisconsin and Upper Michigan the output of quarter-sawed oak is still confined largely to the ordinary cut. At times when it coincides with the grain, this shows up quarter-saw bakes to excellent advantage. The re-appearance of quarter-sawed oak on the market is taken to indicate that while flaked oak has been considered too expensive for interior finish and general use in recent years, its return to popularity promises to develop with its more general production and reduced cost.

A hardwood lumber manufacturer at Merrill, Wis., says that grades have not, as some believe, become inferior, although there has been a great conservation of lumber by the establishment of intermediate grades. A buyer who needs only one side and edge of a board clear and the other side sound, can now buy this grade, whereas in the past he was obliged to buy an all-clear grade. Nevertheless, the intermediate grades have not caused any reduction in minimum requirements of grades already existing.

Industries using hardwoods are generally finding themselves able to resume operations or to increase output. Much confidence is manifested in the prospects that business is again on the upward trend and that the new year will develop into an active one in all departments of the hardwood industries, both in Wisconsin and the Upper Peninsula, and throughout the United States generally.

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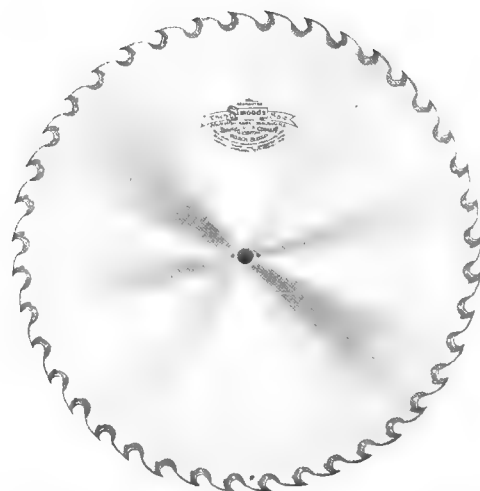
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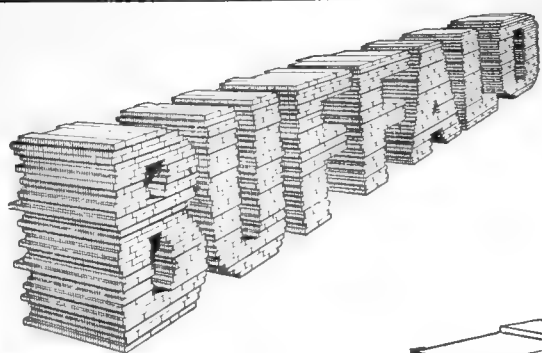
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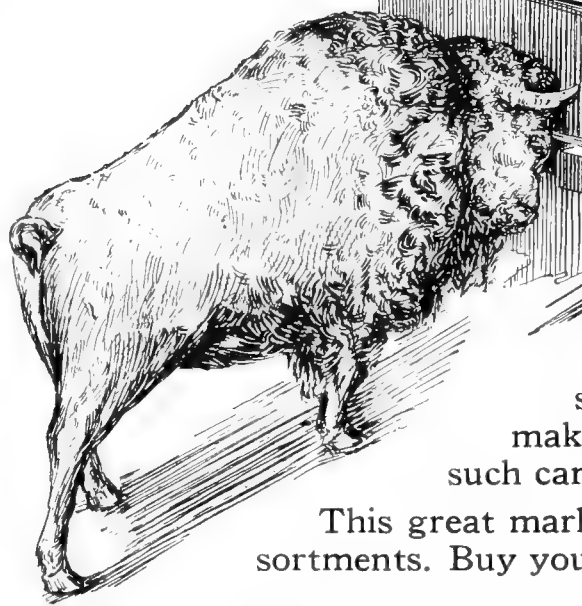
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Eight words of ordinary length make one line. Headings counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED POSITION

As general manager of large mill hardwood or pine with chance to invest \$5,000 to \$10,000, by an experienced operator recently cut out. Thorough in all branches of operating including sales and accountancy. Address Box 729, care Hardwood Record.

EMPLOYEES WANTED

SALESMAN WANTED

Want to employ first class lumber salesman with experience. Address Box 732, care HARDWOOD RECORD.

BOOKKEEPER-ACCOUNTANT

Wanted in northern lumber, land and log office in city of nine thousand, northern Wisconsin, double entry. Married man preferred. Experienced only. Give references, age, etc., first letter. Address Box 735, care HARDWOOD RECORD.

WANTED

By large operator in Southern Hardwoods, reliable and experienced salesman, of proven ability. Must be producer of business. Give experience, previous connections and other details in first letter. Address Box 733, care HARDWOOD RECORD.

HARDWOOD SALESMEN

Live, energetic and experienced for sales desk of southern manufacturer, producing 70,000 feet daily. Must be sufficiently practical to properly instruct mill what, when and how to cut to insure maintaining a properly diversified stock. Give full details as to experience, references and remuneration in first letter. Address Box 725, care HARDWOOD RECORD.

WANTED FOREMAN FOR WOODWORKING PLANT

Must understand kiln operation and gluing of dimension. Permanent position, full time. A good future for an experienced man. Experienced furniture man desired. Address Box 727, care HARDWOOD RECORD.

LUMBER WANTED

WE WANT TO BUY FOR CASH

1/2" to 8/4x10" and wider FAS Qtd. White Oak 4/4x12 and wider FAS Plain White Oak 4/4x 6 and wider FAS Plain White Oak 4/4x 3" and wider No. 1 Com. Plain White Oak

4 4 and 5 4x18" to 23" Panel and No. 1 Poplar Carload lots each thickness and kind.

Send us your stock and price list.

McLEAN MAHOGANY & CEDAR CO.,
Buffalo, N. Y.

WANTED

3 cars 5/4" No. 1 Common & Better Cherry. Quote f. o. b. loading point, stating average widths and percentages of FAS. Address Box 730, care HARDWOOD RECORD.

LUMBER WANTED

Several cars No. 2 Com. 1x4" Pine, cypress, poplar or gum. Can use 9", 15", 17", 48" lengths and longer. To be S2S to 7/8" or 13/16". Quote lowest delivered price. SOUTHERN MISSOURI HANDLE CO., Cape Girardeau, Mo.

WANTED TO BUY

15,000 pieces plain white or red oak 24 1/4 x 4 5/8 x 1/2.

15,000 pieces same 26 1/4 x 5 3/4 x 1/2.

Dressed both sides. HAY & COMPANY, LTD., Woodstock, Ont., Canada.

Opportunities May Be Found in These Columns for Both Buyer and Seller.

WANTED

4 foot Body Hardwood by the cord for fire-wood purposes, in any quantity. Advances made.

TORONTO TIMBER & CORDWOOD CO., LTD.,

95 King St., E. Toronto, Ont., Canada.

LUMBER FOR SALE

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn

45,000' 1 1/4" thick Flitch sawn

42,000' 1 1/2" thick Flitch sawn

dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

Sixty-five Million feet of cypress, pine, poplar, red and tupelo gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For price and terms apply to owner. DORCHESTER LUMBER COMPANY, Badham, S. C.

FOR SALE

2 cars 6/4 log run sycamore.

2 cars 1 3/16" beech No. 1 & Better.

1 car log run gum.

2 cars 6x8-10 beech draft timbers.

2 cars 7x9 red oak switch ties.

All bone dry stock.

We solicit orders for small mixed wood timbers. A. R. VAN SICKLE & SON, Tamms, Ill.

FOR SALE

25,000 ft. 4 1/4" Log Run Hard Maple.

30,000 ft. 4 1/4" Log Run Beech.

40,000 ft. 8 4" No. 1 & 2 Com. Maple and Beech.

20,000 ft. 8/4" Log Run Mixed Oak.

30,000 ft. 5 4" Log Run Basswood.

15,000 ft. 5/4" No. 1 Com. & Better Basswood.

40,000 ft. 8 4" 10/4 & 12 4 Log Run White Ash.

20,000 ft. 4/4" Log Run Cherry.

The above stock is well manufactured and thoroughly air dried and can be loaded on short notice. THE YOUNG LUMBER CO., Binghamton, N. Y.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. A. N. BROWN & CO., Dayton, Ohio.

HARD MAPLE FOR SALE

Ten cars 10/4 No. 1 Common and Better hard maple. CHAS. GILL LUMBER CO., Wausau, Wis.

WILL CUT TO ORDER

Red and white oak car stock, bridge timbers and switch ties.

FRANK SPANGLER & CO., Kosciusko, Miss.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

FOR SALE

1 car FAS 8/4 white oak dry.

1 car 4/4 mill run chestnut worm no defect, dry.

2 cars 4/4 No. 3 oak, dry.

MILLER-WALLACE CO., Madison, Indiana.

FOR SALE

We have a large stock of dry lumber piled in our yard and our band mill is running continually. Let us quote you on anything you may be needing in northern or southern hardwoods or mahogany. WARRAN ROSS LUMBER CO., Jamestown, N. Y.

FOR SALE

10,000' 4/4 and 5/4 log run gum on grade; 30,000' wide tupelo box; 60,000' narrow tupelo box; 70,000' one inch log run white oak; 70,000' one inch log run poplar.

FRANK SPANGLER & CO., Kosciusko, Miss.

FOR SALE

400 M Ft. 8 4 & 12 4 Elm & Maple.

2 Cars 8/4 Cypress.

2 Cars 8 4 Hickory.

1 Car 8/4 Oak.

2 Cars 4/4 Oak.

C. WILSON, Halls, Tenn.

WE WANT BUSINESS

For white and red oak bridge plank, switch ties, car stock, heavy timbers and wagon stock. We have eleven mills that can handle your business promptly. KELLEY LUMBER CO., Wilmet, Ark.

FOR SALE—2 CARS 4/4 TWO & BETTER Oak boards, green.

2 Cars 4/4 two and better gum boards, green. Good widths and thickness; well manufactured stock.

WARREN-GODWIN LUMBER CO.,
Jackson, Miss.

veneers WANTED

WANTED VENEERS

Exporting concern specializing in lumber products wishes connection with concern manufacturing general line of veneers. Correspondence solicited only with those interested in building up a permanent foreign outlet and prepared to offer support necessary to develop it. Address Box 728, care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE**FOR SALE**

Oak and Ash Squares, 1x1x20" to 48", 1½x 1½x12" to 38". W. E. VASBINDER, Daleville, Ind.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

½" Birch Faces
1 car 5" and 5½" wide by 17 to 27" long.
½" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

TIMBER LANDS WANTED**WANTED—TIMBERLANDS & INCOME PROPERTIES**

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

TIMBER WANTED**WANTED**

10 to 20 million feet virgin hardwood stumpage, mostly or all forked leaf white oak, on or near railroad or on good all-year road to railroad.

Should such timber proposition have on it already a going saw mill or tight stave mill, would consider purchase of whole, both timber and mill. Would buy in fee or stumpage only. Write full particulars.

RAPP LUMBER CO., Pine Bluff, Ark.

TIMBER FOR SALE**FOR SALE**

3 million feet hardwood with 20 H. P. sawmill, 3 miles of R. R. station, \$5000. Half interest, \$2500. MCNEEL LUMBER CO., Alamo, Ga.

TIMBER FOR SALE

About 15 million feet of hardwood timber on Alabama River and 1 mile from nearest railroad point and three miles from railroad junction. For further information write Dr. D. Cook, Camden, Alabama.

TIMBER FOR SALE

One hundred and twenty-five million feet hardwood in Georgia, fifty miles Savannah. Fifty million feet, Burke County, Georgia, good percentage very large poplar. One hundred and thirty-five million hardwood, pine and cypress, Barnwell County, S. C. Large original timber. Trade direct with owners if desired. J. W. BARNES, Savannah, Ga.

FOR SALE

3,000 acre plantation, including 1,600 acres virgin gum and oak, estimated at 10,000 ft. an acre, Concordia Parish, Louisiana, ½ mile from Mississippi River, 1 mile to T. & P. R. R. Will sell timber separate. For price write: M. A. FRISINGER, Fairview, La.

FOR SALE

Valuable timber tract in Franklin County, Tenn., five to seven miles from Winchester, 4,890 acres in fee simple, fine white and red oak, hickory and other hardwoods. Price and terms reasonable. Address THE CANADA WHEEL WORKS, Merriton, Ont., Canada.

TIES WANTED**WANTED**

Sawed & Hewn Cross-ties. I want to contract with someone to handle quantities of ties, all sizes. When writing, give best prices. J. M. WILSON, Pine Hill, Tex.

TIES FOR SALE**FOR SALE**

10,000 No. 1 & 2 White Oak Cross Ties. H. M. LONG & SONS, Guntersville, Ala.

REJECT TIES FOR SALE

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

LOGGING EQUIPMENT for SALE**FOR SALE**

Owensboro 8-wheel log wagons, also jolt and farm wagons. Southern agent for Stoughton solid steel axle farm wagons. Write for prices, state size, width of tire. SCHEIBLER & CO., 130 N. Front St., Memphis, Tenn.

FOR SALE

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

10,000 PAIR NEW ANGLE BARS AND

Splice bars for all section rails.
10 miles 56- and 60-lb. tee rails.
10 miles 40-lb. tee rails.
5 miles 16- and 20-lb. tee rails.
36 No. 42 Type Kilby 40,000 capacity logging cars; also flat cars.

Locomotives—All types, gauges and sizes.
500,000 feet assorted size wrought-iron and cast-iron water and steam pipe.

Skidders—Log Loaders—Hoisting Engines—Wire Cable and Blocks.

Electric Motors and Generators, all sizes and types.

Sawmill Machinery and Supplies of every kind and character.

200,000-lb. 7/16 B. B. Coil Chains, suitable for logging purposes.

Round and Cylindrical Tanks for storage and other purposes.

2,000 tons new bar iron, round, squares and flats.

Pulleys—Hangers—Shafting—General line of transmission machinery.

Inquiries solicited; everything in stock ready for prompt shipment.

A. MARX & SONS, 643 Tchoupitoulas Street,
New Orleans, La.

LOGS WANTED**WE WANT TO BUY**

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Second growth white ash logs 10" and up. Cash f. o. b. loading point.

CAL BALMER, Bluffton, Ohio.

MACHINERY FOR SALE**FOR SALE — GUARANTEED REBUILT**

Filing room machinery. Send for monthly mailing list.

GEBOTT MFG. COMPANY, Big Rapids, Mich.

FOR SALE

15 M capacity circular sawmill complete, with logging mules and cattle; 1 Million feet hardwood logs on yard; 2 Million feet standing timber. F. V. KUHN, Booneville, Miss.

FOR SALE

Linderman 4-ft. machine. For particulars address McKEE REFRIGERATOR COMPANY, 119 Lorimer St., Brooklyn, N. Y.

SECOND HAND PIPE FOR SALE

All sizes from 1" to 10", No. 1 condition. Immediate shipment from stock. Write Dept. B. for prices. MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

15 M Capacity sawmill complete in A-1 condition. One 5½x8 two drum American hoisting engine. One Foreman Patent Ford logging truck. TOWNSEND & BISHOP, Lanes, S. C.

FOR SALE

2 80 H. P. Bollers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"
FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE—SECOND HAND PIPE

All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, boilers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Hardwood mill in Texas, daily capacity twenty thousand. Can be increased to thirty thousand by installation of steam feed. Timbers consist of red and white oak and red and sap gum. Fifty to one hundred million feet of timbers available at very reasonable stumpage prices. Good railroad facilities. Splendid opportunity. Apply quick. Address all inquiries to P. O. Box 1522, Fort Worth, Texas. Kindly do not reply unless you mean business.

MACHINERY WANTED**WANTED**

Good second-hand machinery as follows:
1 Planer and Matcher, up to 30".
1 Moulder, to dress up to 12".
1 Band Re-saw.
Give full description and price.
Address Box 734, care HARDWOOD RECORD.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

WAGON STOCK WANTED

DIMENSIONS WANTED
WAGON STOCK—10,000 Wagon Tongues, 2 1/4 x 4 x 4 x 4 12 ft of oak or ash. 20,000 axles 3 1/2 x 4 1/2 to 4 1/2 x 5 1/2 6 ft. of hickory. 25,000 Bolsters 3 1/2 x 4 1/2, 3 3/4 x 4 3/4 oak, 3 3/4 x 3 1/4 all 4 ft. Ten cars hickory dimension stock Neck yoke and singletrees blanks. We pay cash and inspect at the mill. J. A. BROWNE & COMPANY, North Manchester, Indiana.

VENEERS FOR SALE

OHIO VENEER COMPANY
Manufacturers & Importers
FOREIGN VENEERS
2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

WRITE

Hardwood Record

for information about the

Bulletin Service

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmuehler, Hamburg

WOOD BROKERS & AGENTS

LUMBER WANTED

We Want to Buy for Cash

HARDWOODS — AND — WHITE PINE

BUTZ LUMBER CO.

I. O. O. F. Building WILMINGTON, DEL.

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

CHR. BRUNN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

HELLERUP-COPENHAGEN
DENMARKPresent address to Nov. 15, Hotel Aster, New York, N.Y.
Cable Address: "Mahogany"

HARDWOODS FOR SALE

ASH

LOG RUN, white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", 35% 14-16", 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4-12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. White, 6/4", yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 2 & BTR., brown, all wdths. & lgths., 11 mos. dry; NO. 1 & BTR., brown, 6/4", all wdths. & lgths., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4", MASON-DONALDSON LBR. CO., Rhinelander, Wis.

COM. & BTR., 8/4, 10/4, 12/4", MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., NO. 3 C., both 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths., tough texture. S. B. SCHWARTZ & CO., Memphis, Tenn.

COM. & BTR., 4/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 4/4, 10/4, 12/4, 16/4"; NO. 2 C., 4/4, 10/4"; NO. 3 C., 4/4, 5/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6-7 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 6-7 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 6-7 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-5/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 12/4", yr. dry. G. ELIAS & BROS., Buffalo, N. Y.

NO. 1 & BTR., 4/4", 10" & wdr., 6' & lgr., 10 mos. dry; SELECT & BTR., 6/4", 4" & wdr., 6' & lgr., 10 mos. dry; NO. 2 & BTR., 6/4", 4" & wdr., 4' & lgr., 10 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4, 5/4, dry. JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, SELECTS & NO. 1 C., NO. 2 C., NO. 3 C., all 4/4"; NO. 1 C. & BTR., 6/4", NO. 2 C. & NO. 3 C., both 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ALL GRADES, 4/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburg, Pa.

NO. 2 & BTR., 4/4". WOOD-MOSAIC CO., Inc., Louisville, Ky.

BEECH

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4/4, 8/4". JACKSON & TINDLE, Inc., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4, 12/4", 60% 14 & 16", 4-6 mos. dry., band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths., S. B. SCHWARTZ & CO., Memphis, Tenn.

LOG RUN, 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SEL. & BTR., 8/4", 5" & wdr., 8' & lgr., 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C., 3/4, 4/4", kiln dry. MAISEY & DION, Chicago, Ill.

SEL. & NO. 1 C., 4/4-8/4"; NO. 2 C., 4/4, 5/4"; NO. 3 C., 5/4, 6/4"; NO. 1 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., all dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CEDAR—RED

POSTS & POLES. GEO. C. BROWN & CO., Memphis, Tenn.

CHERRY

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

HARDWOODS FOR SALE

CHESTNUT

NO. 1 C. & BTR., 5/4-16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WMY., 8/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry; QTD. SD. WMY., 4/4, 5/4, 6/4", 4" & up, reg. lgths., 6 mos. dry; NO. 1 C., 4/4, 6/4, 8/4", 4" & up, reg. lgths., 6 mos. dry; SD. WMY., 4/4, 6" & up, reg. lgths., 6 mos. dry; SD. WMY., 5/4, 6/4, 8/4", 4" & up, reg. lgths., 6 mos. dry; NO. 3 C., 4/4", 4" & up, reg. lgths., 6 mos. dry; VENEER STRIPS, 4/4", 3-5 1/2", reg. lgths., 6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

COM. & BTR., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

ALL GRADES, 4/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

NO. 1 C., 4/4", reg. wdths., 50%, 14 & 16', 4 mos. dry. BREECE MFG. CO., Portsmouth, O. LOG RUN, 4/4", 75% NO. 1 & BTR.; BX. BDS., 9 to 17". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

CYPRESS

LOG RUN, 4/4, 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

SEL., 10/4 & 12/4", 16/4", 2-3 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 SHOP, NO. 1 & 2 C., CULL & PECK, all 4/4", reg. wdths., 50%, 14 & 16', 3 mos. dry; NO. 1 SHOP, 6/4, 8/4", reg. wdths., 50%, 14-16', 3 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C., 4/4"; PECKY, 4/4"; SHOP & NO. 1 C., both 8/4". MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR., 5/4-6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 3 C. & BTR., 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, NO. 2 & 3 C., both 4/4", reg. wdths., 40%, 14 & 16', 4 mos. dry; LOG RUN, 6/4, 10/4, 12/4", reg. wdths., 40%, 14 & 16', 4 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. CO., Buffalo, N. Y.

LOG RUN, 4/4, 10/4", 75% NO. 1 & BTR. CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3, 4/4". JACKSON & TINDLE, Inc., Grand Rapids, Mich.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 4/4-12/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR.; NO. 3 C., both 4/4", reg. wdths. & lgths., all dry; NO. 1 C. & BTR., 3/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

ELM—ROCK

LOG RUN, 8/4", reg. wdths. 40%, 14 & 16', 6 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 & BTR., 10/4", 5" & wdr., 8' & lgr., 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 2 C. & BTR., 5/8-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4"; FAS, figured, 4/4"; NO. 1 C., figured, 4/4". THEO. FATHAUER & CO., Chicago, Ill.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4", kiln dry. MAISEY & DION, Chicago, Ill.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths.; NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Memphis, Tenn.

GUM—SAP

NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. dry; NO. 1 C. & BTR., pl., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 3 C. & BTR., pl., 5/8-8/4"; NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4"; NO. 2 C., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

COM. & BTR., 6/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 2 C. & BTR., pl. 4/4, 5/4", 60% 14 & 16', 4-6 mos. dry, band sawn; NO. 2 C. & BTR., qtd., 4/4, 6/4, 8/4", 60% 14 & 16', 4-6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

LOG RUN, 5/4", good wdths. & lgths., 3 mos. dry; COM. & BTR., qtd., 6/4", good wdths. & lgths., 6 mos. dry. OSGOOD-CORSON LBR. CO., Chicago.

NO. 2 C. & BTR., pl., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

COM. & BTR., pl., 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Memphis, Tenn.

GUM—MISCELLANEOUS

COM. & BTR., qtd. black, 4/4", reg. wdths., 60%, 14-16', 8 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., tupelo, 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., black, 4/4", 60% 14-16', 4-6 mos. dry, band sawn. L. D. MURRELLE & CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd. red and sap, 4/4, 8/4"; LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., tupelo, 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., 8/4, 10/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

LOG RUN, 8/4", reg. wdths. 50%, 14 & 16', 8 mos. dry; NO. 3 C., 12/4", reg. wdths. 40%, 14 & 16', 8 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-10/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 75%, NO. 1 & BTR., 10/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 6/4-10/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4-12/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

LOG RUN, 8/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

LOCUST

LOG RUN., 4/4", reg. wdths. 40%, 14-16', 6 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

MAGNOLIA

NO. 2 C. & BTR., 4/4", 60% 14 & 16', 4-6 mos. dry, band sawn. L. D. MURRELLE & CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry; NO. 1 C. & BTR., white, 5/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 1 & BTR., 10/4", 5" & wdr., 6' & lgr., 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 & BTR., 5/4, 8/4", qtd.; NO. 1 & BTR., 5/4, 6/4, 8/4, 10/4"; NO. 3, 4/4, 5/4, 8/4". JACKSON & TINDLE, Inc., Grand Rapids, Mich.

SEL. & BTR., 4/4", reg. wdths. & lgths., all dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 8/4, 10/4". GEORGE C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", dry. JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., full run of log. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", avg. wdths. & lgth., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 3/4-10/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

FAS, 5/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & SEL., 3/4, 5/8"; NO. 2 C., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

HARDWOODS FOR SALE

FAS, 12/4", yr. dry; NO. 1 C., 4/4", 10 mos. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 3/4-16/4", reg. wdths. & lgths., dry; NO. 1 & 2 C., 3/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, NO. 1 C., both 4/4". WOOD-MOSAIC CO., Inc., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4, 5/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

COM. & BTR., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS; NO. 1 C., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, 4/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS & NO. 1 C., 3/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

FAS, 8/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 5/8-12/4", reg. wdths. & lgths., dry; FAS, 5/8-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., NO. 2 C., both 4/4". WOOD MOSAIC CO., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG & CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & SEL., 5/4, 6/4", good wdths. & lgths., 4 mos. dry; FAS, 5/4, 6/4", good wdths. & lgths., 4 mos. dry. OSGOOD-CORSON LBR. CO., Chicago, Ill.

ALL GRADES, 4/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS, 1/2-8/4", reg. wdths. & lgths., dry; NO. 1 & 2 C., 5/8-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 3/4"; FAS, NO. 1 C., NO. 2 C., all 4/4". WOOD-MOSAIC CO., Inc., Louisville, Ky.

FAS, 5/8, 3/4, 4/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & BTR., qtd. R. & W., 4/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 1 C., NO. 2 & NO. 3, all 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 3 C. & SD. WMY., both 3/4", pl. R. & W.; NO. 3 C. & SD. WMY., both 4/4", pl. R. & W. MARK H. BROWN LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., R. & W., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 3 C., 5/8". DARNELL-LOVE CO., Leland, Miss.

NO. 2 C. & BTR., pl. & qtd., R. & W., 4/4", 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., qtd. R. & W., 4/4"; NO. 3 C., pl. R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

SD. WMY., NO. 1 C., NO. 2 C., all 4/4"; NO. 1 C., 5/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd., W., 4/4, 5/4", 60% 14 & 16", 4-8 mos. dry, band sawn; NO. 2 C. & BTR., pl. & qtd., R., 4/4, 5/4, 60% 14 & 16", 4-8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4, 6/4, 8/4", 6" & up, reg. lgths., 6 mos. dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry; SD. WMY., 4/4", 5" & up, reg. lgths., 6 mos. dry. W. M. RITTER LBR. CO., Columbus, Ohio.

NO. 3 C. & BTR., 4/4-8/4", reg. wdth. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry; WORMY, 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, Ohio.

NO. 1 C., 4/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & 2 C., 4/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4", kiln dried; NO. 1 C., 6/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 1 C., 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd., 4/4, 6/4", 60% 14 & 16", 4-8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4, 6/4, 7" & up, reg. lgths., 4 mos. dry; NO. 1 C., 4/4, 5" & up, reg. lgths., 6 mos. dry; NO. 3 C., 4/4, 3" & up, reg. lgths., 3 mos. dry. W. M. RITTER LBR. CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1, 2 & 3 C., all 4/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

NO. 1 C., 4/4". WOOD-MOSAIC CO., Inc., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, clear sap, 5/8", reg. wdths. & lgths.; PANEL, 5/8", 18" & up, reg. lgths.; NO. 1 C., 5/8, 4/4, 5/4", reg. wdths. & lgths.; NO. 2 A. & B., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 75%, NO. 1 & BTR., 6/4". CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 5/8"; COM. & BTR., 1/2"; FAS, 4/4, 5/4, 6/4, 8/4"; SEL., 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., Inc., Louisville, Ky.

MISCELLANEOUS

PINE AND HEMLOCK

YARD & CRATING STOCK, MASON-DONALDSON LBR. CO., Rhinelander, Wis.

HARDWOOD

NO. 3 C., 4/4-8/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

VENEER—FACE

ASH

1/8-3/4" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; LOG RUN, 1/16", 6-36", 38-86"; LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/18", 6-36", 57-62"; LOG RUN, 1/20", 6-36", 38-96"; LOG RUN, 1/24", 6-36", 92"; LOG RUN, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

QTD., 1/8-3/4"; PL., 1/8-3/4" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 1/12", 6-36", 54 & 68"; LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 48-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKY BROTHERS, INC., Memphis, Tenn.

SHEET STOCK, white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M	70M	200M
4/4..No. 2 & Bet.	6/4..No. 2 & Bet.	6/4..No. 3 Com.

SEND US YOUR INQUIRIES

THANE LUMBER COMPANY

Band Mill: Arkansas City, Ark.

Sales Office, Arkansas City, Ark.

5/4" No. 1 Com. 1 car	4/4" No. 2 Com. 10 cars	QTD. RED OAK
5/4" No. 2 Com. 1 car	8/4" Nos. 1&2 C. 2 cars	4/4" No. 2 C&B. 1 car
5/4" No. 3 Com. 1 car		PLAIN WHITE OAK
4/4" No. 2 C&B. 2 cars	12/4" & 14/4" No.	4/4" No. 1 Com. 5 cars
(10% FAS)	3 Com. 1 car	4/4" No. 2 Com. 5 cars
10/4" No. 2 C&B 1 car	4/4" Log Run.... 3 cars	4/4" No. 3 Com. 3 cars
(25% No. 2 Com.)		PLAIN RED OAK
12/4" No. 1 C&B 2 cars	RED GUM	4/4" No. 1 Com. 5 cars
	4/4" FAS 1 car	4/4" No. 2 Com. 5 cars
COTTONWOOD	4/4" No. 1 Com. 15 cars	4/4" No. 3 Com. 2 cars
4/4" FAS, 6-12" 10 cars	4/4" No. 2 Com. 15 cars	SYCAMORE
4/4" FAS, 13" up 1 car		4/4" Log Run.... 5 cars
4/4" No. 1 Com.,	SAP GUM	(25% No. 2 Com.)
13" up..... 3 cars	4/4" No. 1 Com. 5 cars	10/4" Log Run... 5 cars
4/4" No. 2 Com. 5 cars	4/4" No. 2 Com. 10 cars	(25% No. 2 Com.)
4/4" No. 3 Com. 5 cars	4/4" No. 3 Com. 10 cars	12/4" Log Run... 5 cars
5/4" No. 1 Com. 1 car	4/4" BB., 9-12". 1 car	(25% No. 2 Com.)
CYPRESS	QTD. RED GUM	WILLOW
4/4" Shop & Btr. 3 cars	4/4" No. 1 Com. 10 cars	4/4" No. 2 Com. 5 cars
8/4" Shop & Btr. 3 cars	8/4" No. 1 Com. 2 cars	PECAN
4/4" No. 1 Com. 10 cars	6/4" L. R., Qtd.	8/4" Log Run.... 2 cars
	SND. 5 cars	(25% No. 2 Com.)

OUR INTEREST

in the success of your

GRAND RAPIDS VAPOR KILNS

is continuous

We do not drop you as soon as the account is paid.

Your problems of drying are *our problems* as long as you use the kilns. New kilns built—old kilns remodeled. And the success of the operation watched by us as new problems come in and conditions change.

GRAND RAPIDS VAPOR KILN

Grand Rapids, Michigan

WESTERN VAPOR KILN CO., Seattle, Wash.

J. RAYNER CO.
INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELTON ST.
CHICAGO

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B. 100,000'
4/4" Curly	8,000'	5/4" No. 1 Com. 40,000'
4/4" Unsel. Com. & Btr.		5/4" No. 2 Com. 100,000'
6" & wider	60,000'	5/4" One face No. 2 C. 73,000'
5/4" Red	3,000'	5/4" No. 3 Com. 100,000'
5/4" Curly	3,000'	8/4" No. 3 Com. 36,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr. 100,000'
10/4" Com. & Btr.	28,000'	

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

POPLAR

3/8"-1" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL LOG RUN, 1/16", 6-36", 74 & 86"; LOG RUN, 1/28", 6-36", 74"; LOG RUN, 1/32", 6-36", 74". CHICAGO MILL & LBR. CO., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

AEROPLANE grade, steamed, 4/4, 6-9 3/4" wide, std. lgth., 2 yrs. dry. A. J. HIGGINS LUMBER & EXPORT CO., New Orleans, La.

EVERYTHING in walnut veneers, Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WOOD MOSAIC CO., INC., Louisville, Ky.

CROSSBANDING AND BACKING BIRCH

1/48", 58-74", 13-28". CHICAGO MILL & LBR. CO., Chicago, Ill.

CHERRY

1/20"-1". HOFFMAN BROS., CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

STD. YRG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ATKINS SILVER STEEL SAWS

WORKMANSHIP

BEHIND a quality saw investment as behind a machine investment, you need workmanship most of all. *Workmanship assures you of stability.*

Without workmanship there is no assurance of stability, and without quality there can be no workmanship.

ATKINS SILVER STEEL SAWS

possess stability because high quality and superior workmanship go hand in hand in their manufacture.

Since 1857 this company has ranked as the foremost in saw manufacturing. The business was solidly built up on quality and workmanship, and it has expanded steadily.

Atkins Saws will increase your production and make your work a pleasure.

Tell us what kind of saw you are interested in and we will mail our literature with full details.

E. C. ATKINS & COMPANY, Inc.

"The Silver Steel Saw People"

Established 1857

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster, New York

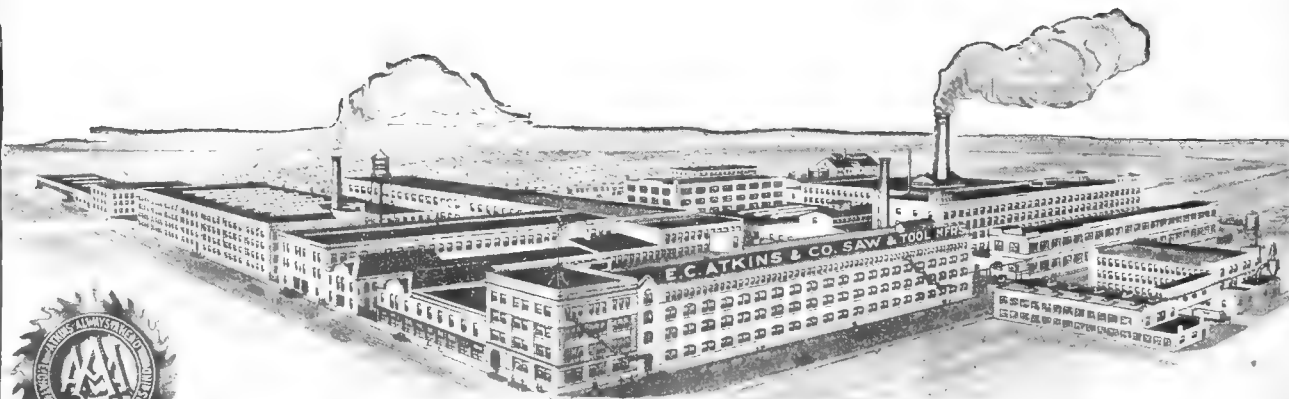
Branches carrying complete stocks in the following cities:

Atlanta
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San Francisco
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Vancouver, B. C.
Sydney, N. S. W.
Paris, France



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GALLOWAY PEASE LUMBER COMPANY

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Hardwood Lumber*

General Offices: Eddy Building, SAGINAW, MICH.
MILLS CHICAGO, ILL. Poplar Bluff, Mo.
Fisher Bldg.

Theo. Fathauer Co.

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MILLS—HELENA, ARK.

W. W. Brown

NORTHERN
HARDWOOD SALES
COMPANY

345 Old Colony Bldg

Phone Wabash 1303

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Next Inquiry for

BIRCH
8/4" No. 1 Com. & Btr.. 3 cars
1 1/4" No. 1 Sel., kiln dr'd. 3 cars

BIRCH
1" FAS 35-40% No. 1 Com.,
kiln dried 2 cars
6/4" FAS, 35-40% No. 1
Com., resawed 3 cars

BASSWOOD
1" No. 1 Com., very dry.. 3 cars

RED OAK
1" FAS, kiln dried..... 3 cars

WHITE OAK
1" FAS, kiln dried..... 2 cars
MIXED RED & WHITE OAK
Log Run300,000'

HEMLOCK
1 1/4" No 3 SIS..... 5 cars

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALE

*Southern Hardwoods
and Cypress*

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN MISS.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....10 Cars
4/4" Log Run Soft Elm..... 5 Cars
Each 8/4" and 10/4" Soft Elm..... 3 Cars
Each 8/4" and 10/4" Soft Maple..... 2 Cars
4/4" No. 3 Common Gum10 Cars
4/4" No. 3 Common Oak10 Cars
4/4" No. 1 & No. 2 Com, Red & White Oak.10 Cars

*Maisey & Dion
Hardwoods*

KILN DRIED AND AIR DRIED

Office & Yards 2349 to 2423 So. Loomis St.

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NEW ORLEANS

*The World's
Greatest Lumber
Shipping Port*



Look!

We have for sale

Tough Straight Grained
White Ash

Also
Louisiana Red
Cypress
All Thicknesses and Grades

4/4 to 16/4
thicknesses

A. J. HIGGINS
Lumber & Export Co., Inc.
619 Whitney Central Bldg., New Orleans, La.

CLIMAX Lumber Company

LIMITED

Manufacturers and Wholesalers
BAND SAWN

Hardwood Lumber
Plain Oak, Tough White Cane
Ash, Red and Sap Gum, Soft
Elm and Red Cypress

New Orleans, Louisiana

Lucas E. Moore Stave Co.
MANUFACTURERS AND WHOLESALERS

*Of All Kinds of
Southern
Hardwood Lumber*

SPECIALTIES
RED AND SAP GUM
TUPELO OR BAY POPLAR
FIRM TEXTURE WHITE ASH

Mill and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.

The Rees Scott Co.
LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters of all kinds of **Hardwood Lumber**

Producer and Consumer
of hardwoods have learned that
Hardwood Record

IS AN
ideal medium of communication

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 35)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 39)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

(*See page 57)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page 29)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largest Oak.
Techny Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, **MISSISSIPPI**

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

(*See page 76)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.

WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 10)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

(*See page 11-71)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.

THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 9)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page —)

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 27)

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—8 Planing Mills—11 Flooring Units

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 13)

Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 56)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 70)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2 & 8)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

(*See page 54)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page 12)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

The revival of hardwood buying is expected to be featured by heavy demand for high grade oak.

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

(*See page 12) 150,000 ft. 1/1 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 51)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

MAPLE Dry Grn.	4/4" No. 2 Common	23M	5M
4/4" No. 1 C&B Qtd.	4/4" No. 3 Common	26M	5M
5/4" No. 1 C&B Qtd.	BEECH		
6/4" No. 1 C&B Qtd.	6/4" No. 2 C&B	76M	50M
8/4" No. 1 C&B Qtd.	5/8" No. 3 Common	109M	
4/4" No. 1 End Dried Wh.	4/4" No. 3 Common	16M	36M
4/4x6" & up No. 1 C&B Pl.	5/4" No. 3 Common	40M	
4/4x10" & up No. 1 C&B Pl.	6/4" No. 3 Common	181M	75M
6/4" No. 1 C&B	BASSWOOD		
10/4" 1st & 2nds	4/4" No. 2 C&B	258M	76M
6/4" No. 2 C&B Soft.	4/4" No. 2 Common	14M	
4/4" No. 2 Common	4/4" Piano Key White	14M	
5/4" No. 3 Common	5/4" Piano Key White	5M	
6/4" No. 3 Common	SOFT ELM		
8/4" No. 3 Common	4/4" No. 2 C&B	151M	101M
BIRCH	4/4" No. 2 Common	14M	
4/4" No. 2 C&B	8/4" No. 1 C&B	48M	
	12/4" No. 1 C&B	13M	31M

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Time Is the Test of Worth Hardwood Record

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD



*Any Time You Get
as Good as the*

RED BOOK

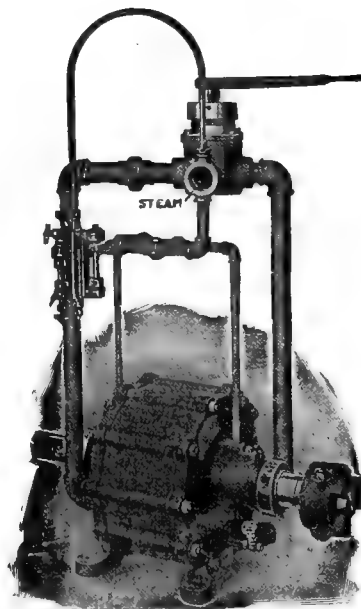
You can't get any better credit book.

It's the real authority to consult on lumber buyers, wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION

CHICAGO and NEW YORK



On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

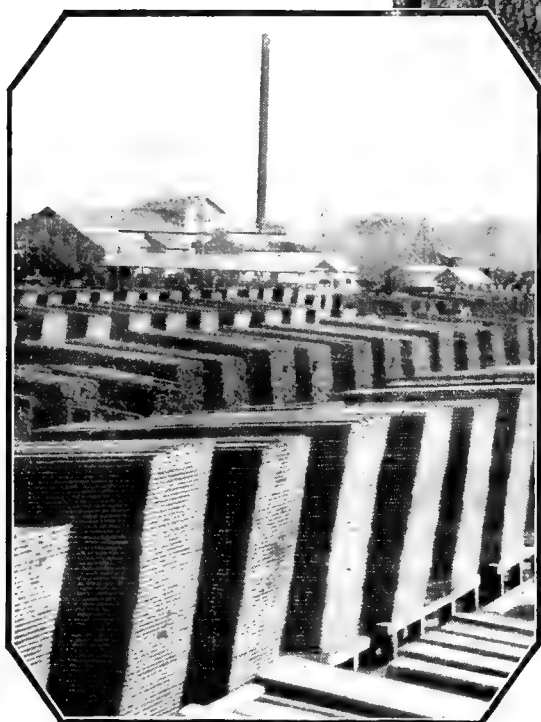
and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.



A New Hardwood Operation

We desire to announce the inauguration of our hardwood manufacturing operation at Haslam, Texas. This enterprise is founded upon our extensive holdings of exceptionally fine quality Forked Leaf White Oak, together with Red Oak, Gum and other hardwoods of like character. All hardwood products will be marketed through our home office at Kansas City, under the name of

PICKERING
SOUTHERN HARDWOODS

We offer the hardwood trade the same high standard of service, for which the name of Pickering has stood in lumber manufacture for more than forty years. Correspondence invited.

W. R. PICKERING LUMBER COMPANY • KANSAS CITY, U. S. A.

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

→ **For Greatest Range of Uses** ←

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

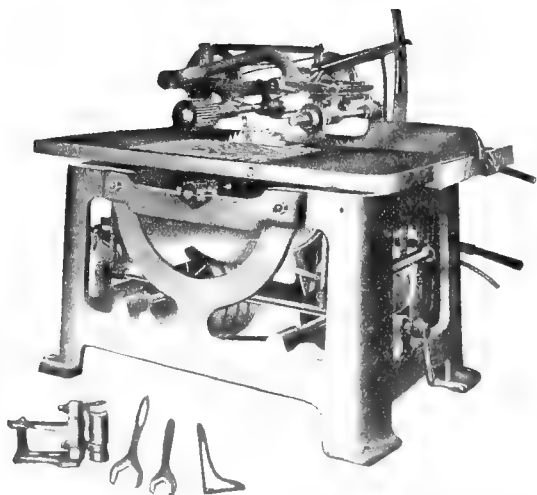
has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



-WIS→

This yard was BUILT for perfect drying. The appearance of the piles will convince every man who knows hard wood lumber.



Lumber Can't Be
ALWAYS Good Without Perfect Piling

The *correct* drying of hardwood lumber is a science based on definite formulae. Recognizing this, our yard was *built* to insure the most perfect possible drying.

Everyone familiar with lumber will recognize what the appearance of the piles in the accompanying photograph means. They are your guarantee of flat, straight, clean lumber.

Our list includes the standard species and grades of southern hardwoods with **NOTHING PICKED OUT**, and has behind it a comprehensive and conscientious desire to give the customer his full measure of value and service.

Wisconsin Lumber Company

Chicago, Illinois

BAND MILLS, DEERING, MO.



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

QUARTERED WHITE OAK

4/4" No. 1 Common.....3 cars
4/4" No. 2 Common.....1 car

PLAIN WHITE OAK

4/4" No. 1 Common.....3 cars
4/4" No. 2 Common.....3 cars
6/4" FAS.....1 car
6/4" No. 1 Common.....1 car

PLAIN RED OAK

4/4" No. 1 Common.....4 cars
4/4" No. 2 Common.....5 cars

PLAIN MIXED OAK

4/4" No. 3 Common.....10 cars
5/4" No. 3 Common.....1 car

QUARTERED GUM

8/4" No. 1 Com. & Btr. Red 2 cars
8/4" No. 1 Com. & Btr. Sap 3 cars

PLAIN RED GUM

4/4" No. 2 Common.....3 cars
5/4" No. 1 Com. & Btr.....1 car
6/4" No. 1 Com. & Btr.....3 cars

TULELO

4/4" No. 1 Com. & Btr.....6 cars

ELM

4/4" No. 2 Com. & Btr.....2 cars

CYPRESS

4/4" No. 1 Shop.....5 cars
4/4" Select.....2 cars
8/4" Select & Btr.....1 car

COTTONWOOD

4/4" No. 1 Common.....10 cars
4/4" FAS, 6-12".....5 cars
4/4" FAS, 13-17".....1 car
4/4" Box Boards, 9-12".....2 cars

TWO BAND MILLS

100,000 ft. daily capacity

Miller Lumber Co.
MARIANNA, ARK.



Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, JANUARY 25, 1921

Subscription \$2.
Vol L, No. 7

Guarantee Against Decline

On all orders for Rotary Cut Stock accepted by us in February we guarantee the price against any decline in our list between now and April 1, 1921

**CHICAGO MILL AND LUMBER
COMPANY**

*Commercial Veneer Department
111 West Washington St. Chicago, Ill.*



CLARENDON, ARKANSAS PLANT
ONE OF OUR ROTARY CUT VENEER MILLS BEHIND THE GUARANTEE

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS

WHOLESALEERS

LUMBER

PHILADELPHIA PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

SALESMEN

H. C. HITCHCOCK 649 Pingree Ave., Detroit, Mich.
GEO. A. HOUGHTON Goodman, Wis.
GEO. S. CORTIS, care K. S. Goodman & Co., 707 Ry. Exch., Chicago
L. J. SHANNESSEY Box 88, Grand Rapids, Mich.
J. J. O'BRIEN,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
CHAS. E. BOYCE,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
J. H. SAWTELL 57 Elm St., Oshkosh, Wis.
C. R. GARVEY 560 East Drive, Woodruff Place, Indianapolis, Ind.
V. R. GEBHARDT 2638 Glenmawr Ave., Columbus, Ohio
FRANK M. BETTS 503 D. S. Morgan Bldg., Buffalo, N. Y.

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

THE STOCK YOU WANT

CAN BE PURCHASED AT AND DELIVERY MADE FROM OUR DOUBLE BAND MILLS IN THE HEART OF THE HARDWOODS "HOME STATE." IN ADDITION TO THE *QUALITY* OF OUR OUTPUT WE HAVE UNEXCELLED FACILITIES TO OFFER YOU IN THE MATTER OF DELIVERIES. YOU CAN'T MAKE A MISTAKE BY GETTING IN TOUCH WITH US.

WE CAN DELIVER SERVICE

NEW ORLEANS REPRESENTATIVES
S. L. BELKNAP LUMBER & EXPORT CO.,
620-621 GODCHAUX BLDG.
DETROIT REPRESENTATIVE
C. R. ROBINSON
145 LOTHROP AVENUE

Double Band Mills
Arkansas City, Ark.



Is Your Saw-Mill a Preferred Risk?

NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE

Advisory Committee

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invites you to participate in the benefits of its membership *if you can qualify*. 425 of the leading saw-mill concerns in the industry are members of the Exchange and enjoying the protection its co-operation offers. They are buying

SAW-MILL INSURANCE A-T C-O-S-T

They get what they pay for and
pay **ONLY** for what they get.

You need some of this form of coverage don't you?

Since our organization, 5 years ago, we have made a fine record.

Insurance in force, \$17,000,000. Losses incurred and paid, only \$450,000!

The extremely small ratio of losses to insurance written proves that we have been careful in our selection—*Preferred Risks ONLY*. For an 'added attraction' we give members the benefit of a frequent inspection against FIRE HAZARDS which protects them against loss—FIRE PREVENTION INSURANCE of greater value than fire insurance in the opinion of our members. "What helps one, helps all."

Write **TODAY** for full particulars, last Financial Statement and Bulletin

NATIONAL LUMBER MNFRS'.
INTER-INSURANCE EXCHANGE
710 Lumber Exchange, 11 S. La Salle St.
CHICAGO, ILL.

Pacific Coast Department
710 Wilcox Building, Portland, Ore.

THE MARK OF RESPONSIBLE
FIRE INSURANCE



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Manager and Attorney in Fact.

CHICAGO



The World's Greatest Lumber and Woodworking Center

WE HAVE FOR SALE

5/4 and 6/4 No. 1 Com. & Selects

ALSO

5/4 and 6/4 1st & 2nd Band Sawn

ARKANSAS QTD.

WHITE OAK

Southern Hardwoods

Osgood-Corson Lumber Co.

122 SOUTH MICHIGAN AVENUE, CHICAGO

Theo. Fathauer Co.

Manufacturers & Dealers

Hardwood Lumber

YARDS AND MAIN OFFICE

1428 Cherry Ave.

TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

SEND US Your
Next Inquiry for

W. W. Brown

NORTHERN
HARDWOOD SALES
COMPANY

345 Old Colony Bldg.

Phone Wabash 1303

BASSWOOD

4/4" No. 1 & Btr. 5 cars
4/4" No. 2 Common. 5 cars
5/1, 6/4, 8/4" No. 1 &
Btr., each 5 cars

BIRCH

5/4" No. 1 C., Kiln Dried, 5 cars
4/4, 5/4, 8/4, 8/4" No. 1
& Btr.

NORTHERN SOFT ELM

4/4 to 12/4" No. 1 & Btr.

RED AND SAP GUM

4/4 to 8/4" No. 1 & Btr..

HARD MAPLE

4/4 to 12/4" No. 1 & Btr.

SOUTHERN OAK

4/4 to 8/4" No. 1 & Btr.

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALE

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA.

ATLANTIC BEACH, FLA.

MERIDIAN, MISS.

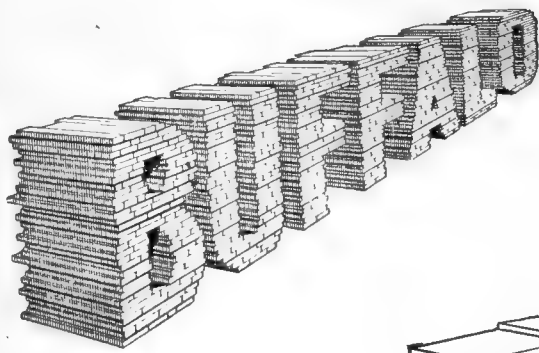
L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

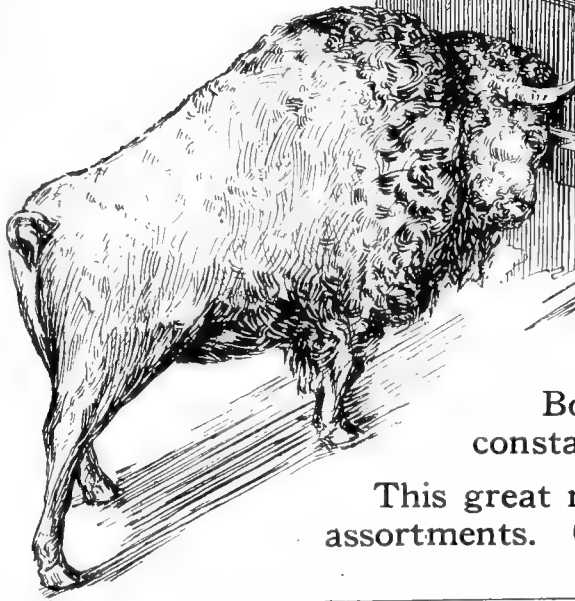
**MANUFACTURERS
HARDWOOD LUMBER**

4/4" No. 1 Common Cypress.....10 Cars
4/4" Log Run Soft Elm..... 5 Cars
Each 8/4" and 10/4" Soft Elm..... 3 Cars
Each 8/4" and 10/4" Soft Maple..... 2 Cars
4/4" No. 3 Common Gum10 Cars
4/4" No. 3 Common Oak10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.10 Cars

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118



FOR HARDWOODS



Why

should the large consumers of lumber carry large stocks and heavy investments in hardwoods when we have 50,000,000 feet or more of hardwoods at Buffalo and 25 railroads to give them service?

Both northern and southern hardwoods flow constantly into Buffalo.

This great market is continually buying and toning up assortments. Give Buffalo Dealers your orders.

T. SULLIVAN & COMPANY

HARDWOODS—Ash and Elm

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Est. 56 Years Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BROTHER, Inc.

Have large stock of fine dry **THICK OAK and MAPLE**
Also all other Hardwoods, White Pine, Etc.
ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS

MEMPHIS

Specializing in

Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects	5 mos. dry	83,000'
6/4" F&S	6 mos. dry	48,000'
6/4" No. 1 Common & Selects	6 mos. dry	94,000'
8/4" F&S	7 mos. dry	63,000'
8/4" No. 1 Common & Selects	7 mos. dry	137,000'
10/4" F&S	6 mos. dry	33,000'
10/4" No. 1 Common & Selects	6 mos. dry	81,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4/4" to 12/4" Log Run	61,000'
4/4" Log Run	30,000'
6/1" Shop & Btr.	53,000'
4/1" No. 1 Com. & Btr	90,000'
4/4" Log Run	10,000'
8/1" Log Run	40,000'
10/4" Log Run	28,000'
4/4" No. 1 Common	15,000'
5/4" No. 1 Common	10,000'
4/4" 1s & 2s	90,000'
4/4" No. 1 Common	300,000'
4/4" No. 2 Common	135,000'
8/4" No. 2 Common	30,000'
5/4" No. 2 Common	11,000'
4/4" No. 3 Common	40,000'
6/4" Com. & Btr.	12,000'
8/4" Com. & Btr.	18,000'
5/4" No. 1 Common	17,000'
4/4" Com. & Btr.	80,000'
5/1" Com. & Btr.	16,000'
8/4" Com. & Btr.	100,000'
4/4" Log Run	30,000'
12/4" Log Run	70,000'
4/4" Log Run	125,000'
4/4" Sound Wormy	80,000'
4/4" Com. & Btr.	17,000'
1/4" No. 2 Common	28,000'
8/1" No. 2 Com & Btr.	10,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

SAP GUM	5/4" 1s & 2s	6 mos
5/4" No. 1 Common	6 mos	
4/4" 1s & 2s	6 mos	
4/4" No. 1 Common	6 mos	
RED GUM	5/4" 1s & 2s	6 mos
5/4" No. 1 Common	6 mos	
QUARTERED RED GUM	5/4" 1s & 2s	6 mos
10/4" 1s & 2s	6 mos	
10/1" No. 1 Common	6 mos	

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	1/1" No. 1 Common	15,000'
1/1" 1s & 2s	30,000'	
1/4" No. 1 Common	150,000'	
1/4" No. 2 Common	60,000'	
1/4" No. 3 Common	5,000'	
5/1" 1s & 2s	30,000'	
5/1" No. 1 Common	6,000'	
5/4" No. 2 Common	15,000'	
6/1" No. 1 Common	80,000'	
PLAIN OAK	4/4" No. 1 Com. White	75,000'
1/1" No. 1 Com. White	100,000'	
1/1" No. 2 Com. White	50,000'	
1/4" No. 2 Com. (Red)	60,000'	
QUARTERED RED GUM	4/4" 1s & 2s	23,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	5/8" No. 1 Com. & Btr.	100,000'
3/4" No. 1 Com. & Btr.	100,000'	
3/4" No. 2	50,000'	
4/4" No. 1 Com. & Btr.	200,000'	
4/4" No. 1 Common, 12" & wider	50,000'	
4/4" No. 2	150,000'	
5/4" No. 1 Com. & Btr.	50,000'	
5/4" No. 2	75,000'	

PLAIN RED GUM	1/2" No. 1 Com. & Btr.	25,000'
3/4" No. 1 Com. & Btr.	60,000'	
4/4" F&S	75,000'	
4/4" No. 1 Common	200,000'	
4/4" No. 2 Common	150,000'	
8/4" No. 1	20,000'	

BLACK GUM	4/4" No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM	4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	25,000'	

5/4" No. 1 C & B	37,000'
10/4" No. 1 C & B	25,000'
12/4" No. 1 C & B	30,000'

QUARTERED SAP GUM	4/4" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'	
8/4" No. 1 Com. & Btr.	150,000'	
10/4" No. 1 Com. & Btr.	100,000'	
12/4" No. 1 Com. & Btr.	100,000'	

PLAIN RED OAK	5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'	
4/4" No. 1 Com. & Btr.	250,000'	
4/4" No. 2	200,000'	
4/4" No. 3	200,000'	

PLAIN WHITE OAK	4/4" No. 1 Com. & Btr.	100,000'
QUARTERED RED OAK	4/4" No. 1 Com. & Btr.	200,000'
QUARTERED WHITE OAK	4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

COTTONWOOD	4/4" Box Bds., 13" & up	30,000'
4/4" Box Bds., 9-12"	12,000'	
4/4" 1s & 2s	80,000'	
4/4" No. 1 Common	200,000'	
4/4" No. 2 Common	200,000'	
4/4" No. 3 Common	10,000'	
8/4" Dog Boards	70,000'	
QUARTERED RED GUM	8/4" No. 1 Com. & Btr.	30,000'
8/4" No. 1 Com. & Btr.	40,000'	
QTD. RED GUM, S. N. D.	6/4" No. 1 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	140,000'	
8/4" No. 1 Com. & Btr.	40,000'	
10/4" No. 1 Com. & Btr.	30,000'	
PLAIN SAP GUM	4/4" 1s & 2s	30,000'
4/4" No. 1 Common	200,000'	
4/4" No. 2 Common	60,000'	
5/4" 1s & 2s	100,000'	
5/4" No. 1 Common	180,000'	

HACKBERRY	4/4" Log Run	48,000'
LOCUST	4/4" Log Run	25,000'
QUARTERED WHITE OAK	4/4" 1s & 2s	30,000'
4/4" No. 1 Common	45,000'	
4/4" No. 2 Common	20,000'	
QUARTERED RED OAK	4/4" 1s & 2s	8,000'
4/4" No. 1 Common	20,000'	
PLAIN WHITE OAK	3/4" 1s & 2s	20,000'
3/4" No. 1 Common	20,000'	
4/4" No. 2 Common	20,000'	
PLAIN RED OAK	3/4" 1s & 2s	30,000'
3/4" No. 1 Common	30,000'	
5/8" No. 1 Com. & Btr.	17,000'	
4/4" No. 1 Common	50,000'	
4/4" No. 2 Common	40,000'	
PECAN	8/4" Log Run	57,000'

Mark H. Brown Lumber Co.

WHITE ASH	4/4" 1s&2s, 6-10", 8-16"	38,000'
5/1" 1s&2s, 6-10", 8-16"	29,500'	
6/1" 1s&2s, 6-10", 8-16"	24,000'	
8/1" 1s&2s, 6-10", 8-16"	28,600'	
10/1" 1s&2s, 6-10", 8-16"	49,000'	
12/1" 1s&2s, 6-10", 8-16"	38,500'	
16/1" 1s&2s, 6-10", 8-16"	28,000'	
12/1" 1s&2s, 12" up, 8-16"	18,000'	
16/1" 1s&2s, 12" up, 8-16"	7,000'	
4/4" No. 1 Common	65,000'	
5/4" No. 1 Common	75,000'	
6/4" No. 1 Common	45,000'	
8/4" No. 1 Common	50,500'	
10/1" No. 1 Common	29,500'	
12/1" No. 1 Common	18,500'	
16/1" No. 1 Common	10,500'	
4/4"-12/4" No. 2 Com.	58,500'	
Kullitukia, Okla.	1/4" Log Run	150,600'

ELM	4/4" Log Run	9,000'
1 1/2" to 2 1/2" Log Run	10,000'	
PECAN	1 1/2" to 2 1/2" Log Run	10,000'
PLAIN RED OAK	4/4" No. 1 Common	30,000'
8/4" Com. & Btr.	7,500'	
4/4" No. 2 Common	4,500'	
SAP GUM	4/4" 1s & 2s	38,000'
4/4" No. 1 & No. 2 C.	75,000'	
4/4" Box Bds., 9-17"	11,000'	
5/4" 1s & 2s	56,000'	
5/4" No. 1 Common	60,000'	
5/4" No. 2 Common	12,000'	
RED GUM	4/4" 1s & 2s	14,000'
4/4" No. 1 & No. 2 C.	25,000'	

Dudley Lumber Company

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

ASH
8/4" 10/4" & 12/4" Com. 348,000'
& Better 9-12" 119,000'
6/4" No. 2 Common 17,000'
4/4" No. 2 Common 96,000'
5/8" No. 2 Com. & Btr 32,000'

CYPRESS
6/4" Log Run 152,000'
5/4" Com. & Btr. 119,000'
4/4" Sel. & Btr. 10,000'
4/4" No. 1 Common 13,000'

POPLAR
8/4" FAS 20,000'
8/4" No. 1 Common 93,000'
4/4" Box Bds. 20,000'
4/4" No. 1 Common 81,000'
4/4" No. 2 Common 108,000'

ELM
4/4" No. 1 & No. 2 Com. 30,000'
6/4" Log Run 41,000'
8/4" Log Run 47,000'
10/4" Log Run 80,000'
12/4" Log Run 62,000'

SOUND WORMY OAK
4/4" Com. & Btr. 223,000'

SYCAMORE
10/4" Log Run 184,000'
6/4" Log Run 75,000'
4/4" No. 1 & No. 2 Com 18,000'

PECAN
8/1" Log Run 10,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

FIGURED RED GUM
4/1" No. 1 Com. & Btr. 3 cars
SAL. GUM
4/4" FAS 2 cars
4/4" FAS, 12" & up 2 cars
4/4" Box Boards, 13-17" 3 cars
5/4" FAS 1 car
8/4" Com. & Btr. 1 car
4/4" No. 1 Common 3 cars
4/4" No. 1 Common 4 cars
4/4" No. 2 Common 10 cars
5/4" No. 2 Common 1 car
8/4" No. 2 Common 1 car

PLAIN RED GUM
4/4" FAS 1 car
5/4" FAS 3 cars
4/4" No. 1 Com. & Btr. 6 cars

QUARTERED RED GUM
4/4" Com. & Btr. 3 cars
7/4" FAS 5 cars
4/4" Com. & Btr. 4 cars
8/4" Com. & Btr. 3 cars
5/4" No. 1 Common 3 cars

SOFT ELM
4/4" Log Run 1 car
3/1" Log Run 1 car
6/4" Log Run 2 cars
8/4" Log Run 1 car
10/4" Log Run 2 cars
12/4" Log Run 2 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percv, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM
4/4" Log Run 2 cars
8/4" Log Run 3 cars
10/4" Log Run 2 cars

PLAIN RED GUM
4/4" 1s & 2s 4 cars
6/4" 1s & 2s 3 cars
4/4" No. 1 Common 7 cars
6/4" No. 1 Common 3 cars
5/4" Com. & Btr. 1 car

SAP GUM
4/4" 1s & 2s 5 cars
6/4" 1s & 2s 2 cars
4/4" No. 1 Common 9 cars
6/4" No. 1 Common 5 cars
4/4" No. 2 Common 4 cars

6/4" No. 2 Common 2 cars
5/8" 1s & 2s 2 cars
5/8" No. 1 Common 3 cars
4/4" Box Bds. 9-12" 3 cars

QRTD. GUM, SND.
8/4" Com. & Btr. 2 cars
6/4" Com. & Btr. 1 car

QUARTERED RED GUM
8/4" Com. & Btr. 2 cars
6/4" Com. & Btr. 2 cars

PLAIN RED OAK
4/4" 1s & 2s 5 cars
5/4" 1s & 2s 1 car
4/4" No. 1 Common 8 cars
4/4" No. 1 Common 2 cars
4/4" No. 2 Common 3 cars

Dacus-Richards Hardwood Co.

COTTONWOOD
4/4" FAS 12,000'
4/4" No. 1 Common 75,000'
4/4" No. 2 Common 37,000'
4/4" No. 3 Common 28,000'

4/4" No. 1 Common 103,000'
4/4" No. 2 Common 14,000'

QUARTERED RED GUM
4/4" FAS 31,000'
4/4" No. 1 Common 157,000'
8/4" No. 1 Common 2,000'

ELM LOG RUN
4/4" 36,000'
6/4" 3,000'
8/4" 60,000'
10/4" 2,000'
12/4" No. 2 Common 7,000'
4/4" No. 3 Common 30,000'

PLAIN RED GUM
4/4" FAS 16,000'

QUARTERED RED GUM
8/4" Common & Better 72,000'
4/4" No. 1 Common 28,000'
8/4" No. 2 Common 9,000'

SAP GUM
4/4" FAS 39,000'
5/4" No. 1 Common 160,000'
4/4" No. 2 Common 194,000'
4/4" No. 3 Common 179,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK
5/8" No. 1 Common 2 cars
4/4" 1s & 2s 2 cars
4/4" No. 1 Common 5 cars
4/4" No. 2 Common 2 cars
4/4" Common Strips 7,000'
6/4" No. 1 Common 8,000'
8/4" No. 1 Com. & Btr. 8,000'
3/4" No. 2 Common 1 car

PLAIN RED OAK
3/4" 1s & 2s 1 car
3/4" No. 1 Common 2 cars
3/4" No. 2 Common 1 car
4/4" No. 1 Common 2 cars
4/4" No. 2 Common 2 cars

PLAIN WHITE OAK
4/1" 1s & 2s 1 car
4/4" No. 1 Common 4 cars
4/4" No. 2 Common 2 cars

MIXED OAK
3/4" No. 3 Common 3 cars
4/4" No. 3 Common 4 cars
4/4" Sound Wormy 2 cars
3/1" Sound Wormy 1 car

PLAIN BLACK GUM
3/4" Com. & Btr. 3,000'
4/4" No. 1 Com. & Btr. 2 cars

QUARTERED BLACK GUM
8/4" Com. & Btr. 2 cars

QUARTERED RED OAK
8/4" No. 2 Com. & Btr. 6,000'

PLAIN SAP GUM
5/8" No. 2 Com. & Btr. 5 cars
5/4" Com. & Btr. 3 cars

QUARTERED RED GUM
4/4" Com. & Btr. 3 cars
5/4" Com. & Btr. 3 cars
6/4" Com. & Btr. 5 cars
8/4" Com. & Btr. 5 cars

PLAIN RED GUM
4/4" Com. & Btr. 3 cars

QUARTERED RED GUM
4/4" Com. & Btr. 2 cars
6/4" Com. & Btr. 2 cars
8/4" Com. & Btr. 2 cars

SYCAMORE
4/4" Log Run 1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD
4/4" Com. & Btr. 6 mo. 1 car

RED GUM
5/8" Com. & Btr. 6 mo. 1 car
4/4" 1s & 2s, 6 mo. 1 car
4/4" No. 1 Com. 6 mo. 5 cars

SAP GUM
5/8" 1s & 2s, 4 mo. 4 cars
5/8" No. 1 Com. 4 mo. 2 cars
4/4" 1s & 2s, 4 mo. 1 car
4/4" No. 1 Com. 4 mo. 2 cars

QTD. RED GUM
8/4" 1s & 2s, 6 mo. 1 car

8/4" No. 1 Com., 6 mo. 1 car
6/4" Com. & Btr., 4 mo. 1 car

SOFT MAPLE
6/4" Log Run, 6 mo. 1 car

RED OAK
4/4" 1s & 2s, 6 mo. 4 cars
4/4" No. 1 Com., 6 mo. 5 cars
3/4" Com. & Btr., 4 mo. 1 car

WHITE OAK
4/4" 1s & 2s, 6 mo. 2 cars
4/4" No. 1 Com., 6 mo. 5 cars

QTD. WHITE OAK
4/4" Com. & Btr., 6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

MANUFACTURERS AND WHOLESALERS

Regular Widths and Lengths

ASH		RED GUM	
10/4" No. 1 C&B, 4 mo.	14,000'	8/4" No. 1 C&B, 14 mo.	14,000'
6/4" No. 1 C&B, 4 mo.	35,000'	6/4" No. 1 C&B, 6 mo.	75,000'
4/4" No. 2, 4 mo.	50,000'	4/4" No. 1 C&B, 6 mo.	75,000'
COTTONWOOD		QTD. RED GUM, S. N. D.	
4/4" BB, 13-17", 6 mo.	45,000'	8/4" No. 1 Com., 14 mo.	15,000'
4/4" FAS, 13" & wider,		PLAIN SAP GUM	
8 mo.	16,000'	5/4" No. 1 Com., 14 mo.	14,000'
4/4" FAS, 6 mo.	60,000'	6/4" Com. & Btr., 6 mo.	200,000'
4/4" No. 1 Com., 6 mo.	150,000'	5/4" Com. & Btr., 6 mo.	150,000'
4/4" No. 2 Com., 6 mo.	100,000'	5/4" & 6/4" No. 2, 6 mo.	75,000'
ELM		8/4" Com. & Btr., 6 mo.	200,000'
14/4" Log Run, 6 mo.	16,000'	4/4" No. 2, 6 mo.	100,000'
10/4" Log Run, 6 mo.	35,000'	SOFT MAPLE	
8/4" Log Run, 6 mo.	35,000'	8/4" Log Run, 10 mo.	17,000'
6/4" Log Run, 6 mo.	14,000'	10/4" Log Run, 12 mo.	13,000'

Johnson Bros. Hardwood Co.

(OUR NAME IS EASY TO REMEMBER)

1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		QUARTERED WHITE OAK	
6/4" No. 1 Common.....	26,000'	8/4" No. 1 Common.....	41,000'
8/4" No. 1 Common.....	18,000'	4/4" FAS.....	10,300'
8/4" No. 1 Common.....	11,000'	5/4" FAS.....	11,000'
8/4" No. 1 Common.....	11,000'	6/4" FAS.....	15,100'
PLAIN SAP GUM		4/4" No. 1 Common.....	11,000'
7/4" FAS.....	6,000'	5/4" No. 1 Common.....	14,200'
4/4" No. 1 Common.....	59,000'	6/4" No. 1 Common.....	28,600'
5/4" No. 1 Common.....	24,700'	8/4" No. 1 Common.....	15,100'
5/4" No. 2 Common.....	18,700'	4/4" No. 2 Common.....	31,000'
PLAIN RED OAK		5/4" No. 2 Common.....	8,500'
10/4" FAS.....	15,000'	6/4" No. 2 Common.....	8,000'
4/4" No. 1 Common.....	32,000'	POPLAR	
5/4" No. 1 Common.....	15,000'	4/4" No. 1 Common.....	56,000'
6/4" No. 1 Common.....	21,200'	6/4" No. 1 Common.....	35,000'
8/4" No. 1 Common.....	16,000'	4/4" No. 2 Common.....	16,000'
10/4" No. 1 Common.....	31,000'	7/4" No. 2 Common.....	16,500'
4/4" No. 1 Common.....	60,000'	6/4" No. 2 Common.....	9,000'
5/4" No. 1 Common.....	25,000'	8/4" No. 2 Common.....	52,000'
6/4" No. 1 Common.....	13,000'		

Goodlander-Robertson Lbr.Co.

List of Dry Stock Ready for Immediate Shipment
Prices F. O. B. Cars Your City
We also handle Cypress, 4/4" to 8/4" No. 1 Common & Better, Green Hickory & Pecan, Log Run, cut any thickness.

SAP GUM		QTD. RED GUM, S.N.D.	
4/4" 1s & 2s.....	60,000'	5/4" No. 1 Common.....	40,000'
4/4" 1s & 2s 13 & up.....	35,000'	5/4" No. 2 Common.....	15,000'
4/4" No. 1 Common.....	175,000'	4/4" No. 1 Com. & Btr.	86,000'
4/4" No. 1 C. 13 & up.....	30,000'	5/4" No. 1 Com. & Btr.	70,000'
4/4" No. 2 Common.....	115,000'	6/4" No. 1 Com. & Btr.	55,000'
5/4" 1s & 2s.....	100,000'	8/4" No. 1 Com. & Btr.	225,000'
5/4" No. 1 Common.....	225,000'	10/4" No. 1 C. & Btr.	35,000'
5/4" No. 2 Common.....	50,000'	QUARTERED RED GUM	
13/17" Box Boards.....	75,000'	4/4" No. 1 Common.....	100,000'
9/12" Box Boards.....	55,000'	4/4" No. 1 Com. & Btr.	30,000'
PLAIN RED GUM		8/4" 1s & 2s.....	45,000'
4/4" 1s & 2s.....	43,000'	8/4" No. 1 Common.....	60,000'
4/4" No. 1 Common.....	135,000'	TUPELO	
4/4" No. 2 Common.....	66,000'	4/4" No. 1 Com. & Btr.	85,000'
5/4" 1s & 2s.....	31,000'	4/4" No. 3 Common.....	15,000'

Moyer-Shafer Hardwood Co.

SAP GUM		PLAIN WHITE OAK	
1/4" 1s & 2s, 18" & up.....	30,000'	1/4" 1s & 2s.....	50,000'
4/4" 1s & 2s, 13-17".....	33,000'	4/4" No. 1 Common.....	100,000'
4/4" No. 1 Common.....	100,000'	1/4" No. 2 Common.....	100,000'
4/4" No. 2 Common.....	100,000'	4/4" Sound Wormy.....	100,000'
5/4" No. 3 Common.....	100,000'	PLAIN RED OAK	
1/4" Com. & Btr.....	100,000'	4/4" No. 1 Common.....	100,000'
5/4" No. 2 Common.....	35,000'	4/4" No. 2 Common.....	100,000'
5/4" No. 3 Common.....	50,000'	QUARTERED RED OAK	
6/4" Com. & Btr.....	100,000'	1/4" 1s & 2s.....	30,000'
6/4" No. 2 Common.....	50,000'	4/4" No. 1 Common.....	100,000'
6/4" No. 3 Common.....	150,000'	4/4" No. 2 Common.....	50,000'
8/4" No. 3 Common.....	25,000'	SOFT MAPLE	

PLAIN RED GUM		4/4" Log Run.....	13,000'
1/4" 1s & 2s.....	55,000'	8/4" Log Run.....	8,000'
4/4" No. 1 Common.....	100,000'	10/4" Log Run.....	28,000'
4/4" No. 2 Common.....	100,000'		
5/4" No. 1 Common.....	50,000'		
6/4" No. 1 Common.....	50,000'		
6/4" No. 2 Common.....	50,000'		

Geo. C. Brown & Co.

ASH		COTTONWOOD	
10/4" Com. & Btr.....	100,000'	4/4" No. 1 Common.....	100,000'
5/4" No. 1 Common.....	50,000'	ELM	
8/4" Log Run.....	75,000'	4/4" FAS.....	14,000'
10/4" Log Run.....	50,000'	4/4" No. 1 Common.....	50,000'
12/4" Log Run.....	50,000'	4/4" No. 1 Common.....	100,000'
16/4" Log Run.....	15,000'	4/4" No. 1 Common.....	150,000'
PLAIN RED GUM		4/4" FAS.....	20,000'
4/4" FAS.....	14,000'	4/4" No. 1 Common.....	100,000'
4/4" No. 1 Common.....	50,000'	QUARTERED RED OAK	
QUARTERED RED GUM		6/4" No. 1 Common.....	100,000'
8/4" Com. & Btr.....	40,000'	5/4" FAS.....	50,000'
QTD. RED GUM, SND.		4/4" No. 1 Common.....	75,000'
6/4" Com. & Btr.....	100,000'	5/4" No. 1 Common.....	75,000'
8/4" Com. & Btr.....	125,000'	PLAIN RED OAK	
10/4" Com. & Btr.....	200,000'	4/4" Com. & Btr.....	150,000'
12/4" Com. & Btr.....	150,000'	5/4" Com. & Btr.....	80,000'
PLAIN SAP GUM		6/4" Com. & Btr.....	80,000'
4/4" No. 1 Common.....	100,000'	4/4" No. 3 Common.....	100,000'
5/4" No. 1 Common.....	75,000'		

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards.....	2 cars
4/4" 9 to 12 Box Boards.....	2 cars
4/4" FAS.....	5 cars
4/4" No. 1 Com.....	8 cars
4/4" No. 2 Com.....	4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH			
4 1/4" Sel. & Btr.	148,000'	10 1/4" No. 1 Common...	17,000'
4 1/4" No. 1 Common	75,000'	10 1/4" No. 2 Common...	8,000'
4 1/4" No. 2 Common	25,000'	12 1/4" Com. & Btr.	34,000'
5 1/4" Sel. & Btr.	26,000'	12 1/4" No. 1 Common	15,000'
5 1/4" No. 1 Common	32,000'	14 1/4" No. 1 Common	14,000'
5 1/4" No. 2 Common	43,000'	16 1/4" No. 1 Com. & Btr.	40,000'
6 1/4" Sel. & Btr.	17,000'	16 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	3,000'	PLAIN RED OAK	
6 1/4" No. 2 Common	28,000'	1" 1s & 2s	40,000'
8 1/4" 1s & 2s	30,000'	1" No. 1 Common	70,000'
8 1/4" Com. & Btr.	75,000'	1" No. 2 Common	35,000'
8 1/4" No. 1 Common	64,000'	SAP GUM	
8 1/4" No. 2 Common	10,000'	1" 1s & 2s	50,000'
10 1/4" Com. & Btr.	30,000'	1" No. 1 Common	50,000'
10 1/4" Sel. & Btr. 10" up.	10,000'	1" No. 2 Common	30,000'

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH			PLAIN RED GUM		
4 1/4" 1s & 2s	2,000'	4 1/4" Com. & Btr.	12,000'	4 1/4" No. 1 Common	5,000'
5 1/4" 1s & 2s	2,000'	5 1/4" Com. & Btr.	65,000'	6 1/4" No. 1 Common	8,000'
12 1/4" Com. & Btr.	23,000'	8 1/4" No. 1 Common	5,000'	QUARTERED RED GUM	
16 1/4" Com. & Btr.	17,000'	4 1/4" Com. & Btr.	11,000'	4 1/4" Com. & Btr.	15,000'
4 1/4" No. 1 Common	10,000'	5 1/4" Com. & Btr.	15,000'	6 1/4" Com. & Btr.	30,000'
5 1/4" No. 1 Common	10,000'	8 1/4" Com. & Btr.	50,000'	SAP GUM	
6 1/4" No. 1 Common	13,000'	4 1/4" Com. & Btr.	15,000'	5 1/4" Com. & Btr.	225,000'
8 1/4" No. 1 Common	19,000'	6 1/4" Com. & Btr.	57,000'	8 1/4" Com. & Btr.	30,000'
10 1/4" No. 1 Common	5,000'	6 1/4" No. 2 Common	38,000'	8 1/4" No. 2 Common	11,000'
CYPRESS		8 1/4" QTD. GUM, S. N. D.	50,000'	PLAIN RED OAK	
4 1/4" Shop & Btr.	50,000'	4 1/4" 1s & 2s	33,000'	5 1/4" 1s & 2s	60,000'
5 1/4" Shop & Btr.	45,000'	6 1/4" 1s & 2s	17,000'	ELM	
6 1/4" Shop & Btr.	20,000'	4 1/4" Log Run	12,000'	6 1/4" Log Run	13,000'
4 1/4" No. 1 Common	17,000'	12 1/4" Log Run	19,000'	POPLAR	
5 1/4" No. 1 Common	8,000'	4 1/4" No. 2 Com. & Btr.	5 cars	8 1/4" No. 2 Com. & Btr.	5 cars
6 1/4" No. 1 Common	6,000'	HICKORY		6 1/4" No. 2 Com. & Btr.	3 cars

Welsh Lumber Company

SAP GUM			POPLAR		
4 1/4" No. 1 Com. & Btr.	3 cars	4 1/4" No. 2 Com. & Btr.	5 cars	8 1/4" No. 2 Com. & Btr.	5 cars
6 1/4" No. 1 Common	1 car	HICKORY		6 1/4" No. 2 Com. & Btr.	3 cars
8 1/4" No. 1 Com. & Btr.	5 cars	8 1/4" No. 2 Com. & Btr.	5 cars	SOFT MAPLE	
QUARTERED RED GUM, S. N. D.		8 1/4" No. 2 Com. & Btr.	3 cars	10 1/4" No. 2 Com. & Btr.	5 cars
4 1/4" No. 1 Com. & Btr.	1 car	12 1/4" No. 2 Com. & Btr.	2 cars	ELM	
8 1/4" No. 1 Com. & Btr.	4 cars	8 1/4" No. 2 Com. & Btr.	1 car	10 1/4" No. 2 Com. & Btr.	4 cars
QUARTERED WHITE OAK		12 1/4" No. 2 Com. & Btr.	2 cars	SYCAMORE	
4 1/4" No. 1 Com. & Btr.	2 cars	4 1/4" No. 2 Com. & Btr.	3 cars	5 1/4" No. 2 Com. & Btr.	2 cars
QUARTERED RED OAK		ANY KIND		ANY TIME	
4 1/4" No. 1 Com. & Btr.	4 cars	ANY AMOUNT		ANY KIND	

S. B. Schwartz & Company

201 Central Bank Building Mills Boonville, Miss.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4 1/4" No. 1 Common & Btr.	1 car	6 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Common & Btr.	3 cars	8 1/4" No. 1 Common	3 cars
6 1/4" No. 1 Common & Btr.	2 cars	10 1/4" No. 1 Common	1 car
8 1/4" No. 1 Common & Btr.	4 cars	12 1/4" No. 1 Common	1 car
10 1/4" No. 1 Common & Btr.	3 cars	14 1/4" No. 2 Common	3 cars
12 1/4" No. 1 Common & Btr.	3 cars	16 1/4" No. 2 Common	1 car
14 1/4" No. 1 Common & Btr.	1 car	18 1/4" No. 2 Common	1 car
16 1/4" No. 1 Common	1 car	20 1/4" No. 3 Common	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

QUARTERED WHITE OAK			PLAIN RED AND WHITE OAK		
4 1/4" FAS	183,000'	4 1/4" C & B. Sd. Wmy.	183,000'	4 1/4" No. 3 Common	18,000'
4 1/4" No. 1 Common	194,000'	QUARTERED RED GUM		4 1/4" FAS	11,000'
4 1/4" No. 2 Common	33,000'	4 1/4" No. 1 Common	26,000'	5 1/4" No. 1 Common	12,000'
6 1/4" FAS	18,000'	6 1/4" Com. & Btr.	35,000'	10 1/4" Com. & Btr.	35,000'
6 1/4" No. 1 Common	15,000'	PLAIN RED GUM		4 1/4" FAS	10,000'
PLAIN WHITE OAK		4 1/4" No. 1 Common	48,000'	PLAIN SAP GUM	
4 1/4" FAS	33,000'	4 1/4" FAS	40,000'	4 1/4" No. 1 Common	85,000'
4 1/4" No. 1 Common	139,000'	4 1/4" No. 1 Common	38,000'	4 1/4" No. 2 Common	38,000'
5 1/4" FAS	2,500'	7 1/8" Log Run	82,000'	HICKORY	
5 1/4" No. 1 Common	6,000'	4 1/4" No. 2 Com. & Btr.	28,000'	6 1/4" No. 2 Com. & Btr.	45,000'
6 1/4" No. 1 Common	2,000'	10 1/4" No. 2 Com. & Btr.	10,000'	ELM	
PLAIN RED OAK		4 1/4" Log Run	10,000'	12 1/4" Log Run	4,000'
4 1/4" FAS	87,000'	4 1/4" C & B. Sd. Wmy.	29,000'	COTTONWOOD	
4 1/4" No. 1 Common	138,000'	QUARTERED RED OAK		4 1/4" FAS, 6-12"	100,000'
4 1/4" No. 2 Common	39,000'	4 1/4" No. 1 Common	53,000'	4 1/4" FAS, 13" & up.	15,000'
5 1/4" FAS	11,000'	4 1/4" No. 2 Common	11,000'	4 1/4" No. 1 Common	100,000'
5 1/4" No. 1 Common	8,500'	QUARTERED RED OAK		YELLOW CYPRESS	
QTD. RED AND WHITE OAK		4 1/4" No. 1 Common	35,000'	4 1/4" Select	50,000'
4 1/4" C & B. Sd. Wmy.	29,000'	QUARTERED RED GUM		4 1/4" Shop	150,000'

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4 1/4" No. 2 Common	20,000'	8 1/4" No. 2 Common	150,000'	PLAIN RED GUM	
5 1/4" No. 1 Common	15,000'	4 1/4" No. 1 Common	275,000'	5 1/4" No. 1 Common	69,000'
5 1/4" No. 2 Common	30,000'	SOFT MAPLE		6 1/4" Log Run	39,000'
COTTONWOOD		8 1/4" Log Run	267,000'	10 1/4" Log Run	128,000'
4 1/4" FAS, 6-12"	100,000'	12 1/4" Log Run	98,000'	QUARTERED WHITE OAK	
4 1/4" FAS, 13" & up.	15,000'	4 1/4" No. 1 Common	100,000'	4 1/4" No. 2 Common	45,000'
4 1/4" No. 1 Common	100,000'	4 1/4" No. 2 Common	15,000'	6 1/4" No. 2 Common	15,000'
YELLOW CYPRESS		PLAIN WHITE OAK		4 1/4" No. 1 Common	100,000'
4 1/4" Select	50,000'	4 1/4" No. 1 Common	380,000'	5 1/4" FAS	132,000'
4 1/4" Shop	150,000'	PLAIN RED OAK		QUARTERED RED GUM	
6 1/4" Shop	12,000'	4 1/4" No. 1 Common	35,000'	ELM	
8 1/4" Shop	16,000'	8 1/4" Log Run	185,000'	6 1/4" Log Run	30,000'
5 1/4" Shop	45,000'	SAP GUM		8 1/4" Log Run	185,000'
5 1/4" Select	15,000'	8 1/4" No. 1 Com. & Btr.	200,000'	QUARTERED RED GUM	
ELM		4 1/4" FAS	35,000'	PLAIN RED OAK	
6 1/4" Log Run	30,000'	4 1/4" No. 1 Common	35,000'	QUARTERED RED GUM	
8 1/4" Log Run	185,000'	QUARTERED RED GUM		PLAIN RED OAK	
4 1/4" No. 1 Common	35,000'	4 1/4" No. 1 Common	35,000'	QUARTERED RED GUM	

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5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
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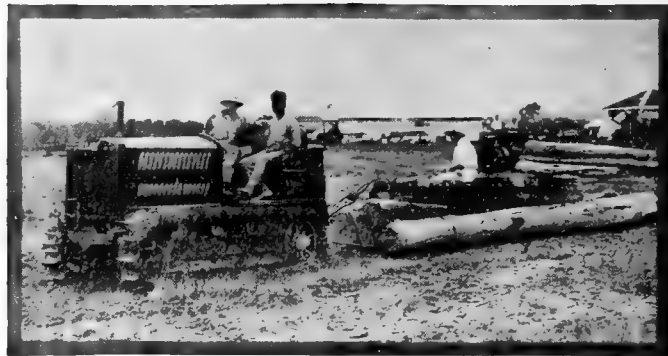
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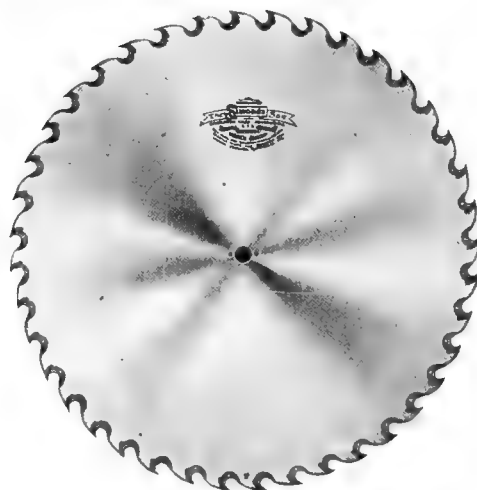
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Hardwood Record

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No. 7

Review and Outlook

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General Market Conditions

THE ONE BEACON OF DIRECT REFLECTION upon the furniture and hardwood lumber businesses, the January furniture market, has been naturally watched with close interest. Apparently disappointment has been the prevailing emotion, though tempered by the wise absence of undue expectations. The market this year held a potent relation to the furniture business in that it really marks the turning point from war-time conditions back to pre-war status. This transition obviously requires abrupt readjustment of many factors.

Disregarding the actual sales records of the National retailers, the significant aspect of this year's market could quite reasonably have been sufficient to rigidly check undue activity. It has been two years and more since any real new lines have been shown, and with the general announcement of fresh exhibits this January, retailers were naturally non-committal in their opinions as to orders contemplated, pending careful examination of the new lines offered and prices put on them.

However, this was not the only retardant to active trading which accompanied retailers to the market. They have generally refrained from decided price reductions on the goods now on their floors until recent date, the degree of liquidation of last year's stocks in retailers' hands not being excessive. Therefore they approached the current market as much to gain information serving to guide their future actions, as to make outright purchases—probably more.

Here and there are high lights of extreme buying, and it is notable that the largest sales were of cheap goods showing marked cuts in prices. The average exhibitor, though, fared poorly. As expressing the state of mind of retailers as a whole, it can probably be said that they came to the markets for the principal purpose of informing themselves for the future, and also to note the prices. This knowledge will enable them to perform two functions: First, to more accurately gauge the immediate future of retail sales, and secondly, to enable them to mark their unsold stocks in accordance with figures at the expositions. As bearing out the theory that retailers' interest in current holdings was acute and genuine, it is a fact that the attendance this year set a new record, passing all other years except one.

It may be fairly anticipated that when the retailer on returning home has fully worked out his plan of action for the coming year, he will concentrate on liquidating present stocks, withholding his buying to fill in only on necessary items, and that during the com-

ing months the manufacturers' salesmen will meet with a growing assortment of small orders. It seems clear, though, that to definitely stimulate this buying the manufacturers must make further recessions in their sales prices.

This matter of reduced price is one with apparently two very definite sides—the retailer severely criticised the manufacturers for showing an average cut of only fifteen per cent, stating that it will be difficult to interest the buying public with announcements of a fifteen per cent reduction when the clearance sales that have prevailed in retail circles have shown up to thirty and forty per cent reduction.

The manufacturer argues that his costs do not permit him to reduce further, and that the retailer has been getting a sufficiently high percentage of profits to enable him also to add to that reduction. In other words, to take a definite percentage less for his turnover of goods, thus enabling him to offer the same stock to the consumer with twenty to thirty per cent aggregate cut.

Without specific information on costs it would seem that most furniture lines had realized reduction in their costs sufficient to go beyond the fifteen per cent figure. The cost of lumber certainly has gone off infinitely more than that; from forty to fifty per cent would not be an excessive estimate. While labor costs per hour have probably not receded to any great extent, the furniture factory must have felt a reflection of the same increasing efficiency which has been so notable in other lines. In many cases today one man is easily doing the work that three performed when labor was in the saddle. Hence a reasonable reduction in labor charge, due to increased efficiency, certainly has occurred.

The big outstanding factor in adjusting business conditions is that every business house which has something to sell must make a sincere effort to go the limit in price reduction. The public will not be satisfied with sops, but must be convinced that with due regard for the higher standard of living resulting from the war, and with proper consideration of the underlying influences coming out of the war, which will not wear off for a long time, prices in general must show a return to a more normal and stable basis. The immense increase in freight and passenger rates; the excessive tax burden under which the country is laboring; the high cost of money, and the excessive cost incident to the disturbed conditions of the time, all add their measure of permanent increase to pre-war costs.

The immediate future of furniture movement is of prime consideration, and closely linked with it is the building outlook. There is a tremendous amount of money ready to be invested in building,

providing there can be assurance of a permanently lower level of costs. Neither the home owner, building for his own use, nor the investor is willing to hazard a greatly depreciated valuation that might readily follow an investment under present cost. It had been hoped that the conference of building material men at Chicago last week would result in a definite plan tending to lead the way to building resumption. The final resolution recorded elsewhere in this issue is apparently impotent. The absence of really constructive action is likely traceable to the informal character of the conference, and the lack of official representation of various interested industries. It is very much to be doubted if any telling results could be obtained without complete coöperation of building labor, which representation was absent at the meeting. It is significant that on the day prior to the opening of the conference the building trades of Chicago in meeting here decided to hold out for three years' continuance at the present \$1.25 scale. If it is true, and apparently it is, that on a four-dollar a day wage the bricklayer used to consider 3500 as a standard day's work and now on a ten-dollar a day wage considers 551 standard; if it is true that for a three-dollar and fifty-cent daily wage formerly one could get eight squares of maple flooring laid, while at present a ten-dollar day gets only five squares laid, there certainly is tremendous room for increased efficiency.

Comparison indicates a ratio of one to eighteen as reflecting present and past efficiency under the same rating of work. From these figures it is quite apparent that labor costs could be cut at least in two without affecting the wage scale if the coöperation of the laboring element could be enlisted to the extent of demonstrating the wisdom of their playing their part. It is quite reasonable to suppose that the labor factor in building costs could readily be adjusted on some basis of increased efficiency without compelling any retraction on the part of the labor leaders in their fight for maintenance of present scale. Whether or not the natural competition for jobs under the present slackness will in itself materially increase efficiency is a question not yet answered. At least the present answer is not positive and satisfactory.

These considerations of building costs are not entirely extraneous in a report of this character, as it is agreed that both the uncertainty and the apparent inflation of costs are the retarding factor today. All eyes are turned towards the meeting of the National Chamber of Commerce Council to be held at Washington this month, at which the housing question will be all-important. If all interests, including labor and capital, are represented something may come out of this conference, as the delegates are empowered to act.

Briefly, then, the immediate future of the hardwood business seems to hinge primarily upon the developments in the furniture sales and the opening of building activity. As to the former, it is safe to anticipate the development of a gradual sprinkling of orders, sufficient in most cases to maintain and probably expand the present momentum of furniture manufacture. Many manufac-

turers were doubtful at the end of the markets whether they would close up shop or not. **HARDWOOD RECORD** believes that there will be a sufficient measure of encouragement from results of their traveling salesmen to keep most of them in operation, and that as the year goes on this gradual movement in buying will show a steady expansion sufficient to react similarly in the manufacturing end.

Manufacturers attended the furniture exhibits mostly to find out whether or not they were going to shut down or continue producing. Seemingly they have refrained from buying any lumber not because they were uncertain of lumber values, but more because they were not sure whether they were going to operate at all the early part of this year. The next month or so will decide most furniture manufacturers on their immediate operations. Those who decide to continue, and **HARDWOOD RECORD** believes this will be the large majority, will then decide on their lumber purchases. Orders merely for fill in will result, and as the furniture manufacturers must undoubtedly have realized by now the threat of a definite hardwood shortage if they come into the market simultaneously, this gradual buying movement should get under way within the next six or eight weeks, possibly before.

To the Rescue of the Laboratory

THE INCONSISTENCIES OF CONGRESS are emphasized by apparent effort to reduce the annual appropriation for the forest products laboratory, at Madison at a time when the question of national conservation is being agitated as never before. Official Washington has been notably active in the demands that the timber supply of the United States be duly conserved. In aiming, though, at the producing end and not at the consuming end, Congress demonstrates a lack of understanding of the whole subject.

The very essence of forestry is forest finance. If a product is not of sufficient market value to warrant its complete economic utilization it will not be utilized, regardless of laws, public sentiment, or anything else.

The passage of conservation laws is imperative, providing those laws are of such character as will not jeopardize the lumber manufacturing industry. Correct utilization of lumber, though, is of equal importance, and to the end that the consuming markets of the United States might most efficiently utilize their forest products the government laboratory at Madison has performed notable work.

The future of the lumber industry will be linked more and more closely with scientific knowledge in so far as that knowledge can be applied to the industry, either in the producing or consuming fields. The laboratory stands today as the accepted exponent of efficiency and correct methods, and is year by year demonstrating its ability to get closer to the ground from the practical man's standpoint.

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Fight Opened on Prohibitive Rates

Southern Hardwood Traffic Association in Annual Meeting Demands Freight Tariffs Which Will Permit Marketing of Lower Grades

The Southern Hardwood Traffic Association, at its eighth annual held at the Hotel Gayoso, Memphis, the afternoon of Jan. 20, fired the first broadside in its campaign for lower rates on low-grade lumber and forest products when it served notice upon high officials of the principal roads in the South and Southwest that it was absolutely necessary that there should be a readjustment of these rates so as to permit the movement of such products to market on a profitable basis.

This action, which was not unexpected, came in the form of resolutions which were unanimously adopted by this organization, which handles, through its members, more than 500,000 cars of forest products annually. These resolutions instruct the officers of this body to impress upon the presidents of the interested roads the impossibility of moving low-grade forest products on present freight rates and urging them to insist upon immediate revision thereof.

S. M. Nickey, president, in his annual address, recommended such action when he asked the association to take steps that would make it possible for low grade lumber to move to market. Walker L. Wellford, chairman of the rate adjustment committee, who offered the resolution, said that the percentage of low grade lumber being produced is steadily increasing because it is no longer possible for manufacturers of southern hardwoods to select the large and choice trees. He declared that the utilization of this low grade material from the smaller trees not only represented a long step forward in wood conservation, but that it also provided enormous tonnage for the carriers. He insisted that the principal roads in the South and Southwest had been built up largely through forest products tonnage and declared that vigorous action should be taken to secure rates on which this character of lumber and forest products would move. He made a motion that the resolutions be adopted and they were adopted without a dissenting vote. The resolutions are presented herewith:

Resolutions:

Whereas, It is impossible under existing rail rates for the southern and southwestern producers of hardwoods to dispose of the low grades produced by them in the consuming markets in competition with hardwood lumber and other hardwood products and competitive commodities having short hauls to said markets; and

Whereas, The low grades which are thus deprived of market constitute over 60 per cent of the total output of the mills; and

Whereas, It is impossible to operate the mills unless a market can be found for said low grades at a price which will net the mills something nearer the cost of production; and

Whereas, Lumber and forest products have heretofore constituted a very considerable portion of the traffic of roads serving said hardwood territory and have been one of the best revenue-producers for said roads; and

Whereas, It is essential for the hardwood industry and for the railroads that these lumber rates be reduced so as to permit traffic to move; and

Whereas, Wages and cost of operation in other lines of business have been materially reduced, and with corresponding reductions in wages and other costs of operation on the part of the railroads, it would be possible to make such reduction in the present rates as to permit the movement and thereby enable both the hardwood operators and the railroads to continue in business; and

Whereas, Such action would not only work to the benefit of the railroads and the millmen but is absolutely essential to conserve the best interests of the employers of both, now, therefore, the premises considered, be it

Resolved, By members of the Southern Hardwood Traffic Association, whose annual shipments ordinarily exceed 500,000 cars, in meeting assembled, that they instruct officers of said association to take up with the presidents of the principal railroads serving the Southern and Southwestern hardwood territories the conditions herein set forth and that they urge them to insist that immediate steps be taken to bring about the necessary readjustment.

Pres. Nickey Opens Meeting

President Nickey called the meeting to order immediately after luncheon which was served at the Hotel Gayoso. There were more than 300 members of the association present and he extended to all of them a hearty welcome.

He said, in his annual address, that the association was organized at a time when rate and transportation matters were in a chaotic state but that during the past year the trade had witnessed changes in rates, rules and practices on the part of the carriers that were "revolutionary" in character. "The government returned the railroads to their private owners March 1, 1920," he continued, "but, instead of one or two advances, there were 250, with the result that the industry has been seriously handicapped, that rate relationships, built up over a series of years, have been destroyed and that low grade lumber has practically ceased to move. The hardwood industry is in an extremely critical position south of the Ohio river, so far as the movement of low-grade forest products is concerned."

As illustrating the handicaps mentioned, Mr. Nickey took Alexandria, La., as a typical southern point, and Wassau, Wis., as a typical point nearer consuming territory, and showed how much more rates had been advanced from the former than from the latter to consuming territory on the basis of 1,000 feet in carload lots. He said that rates to St. Louis had been advanced to \$13.75 from the former as against \$10.75 from the latter; to Chicago, \$18.50 as against \$6.50; to Detroit, \$20.50 as against \$12.75; to Rochester, N. Y., \$22.50 as against \$15.75; and to New York City, \$23.00 as against \$17.75. He added, in this connection:

"I cannot see how hardwood manufacturers in the southern field can continue to do business on existing freight rates."

Other Rate Adjustments Needed

Mr. Nickey said that the South was dependent on foreign outlets for a considerable percentage of its hardwood output and that, in order for these products to move overseas, two things were necessary: lower rates to the ports and lower ocean freight rates. He noted that during the past several years ocean freight rates had been so high that it had been almost impossible to send anything to European markets.

He also said that southern hardwood manufacturers were very much interested in business on the Pacific coast but that they had very little chance in competition with Japanese oak for the reason that rail rates have been advanced from 60c to \$1.06½ whereas Japanese manufacturers enjoy low rates from Japanese government-owned boats and practically have this business to themselves. He expressed, in conclusion, the hope that the United States Shipping board would see fit to put in rates by rail and water that



S. M. Nickey, Memphis, Tenn.
Re-elected President

would make it possible for lumber to move to Pacific coast points.

The report of Elliott Lang, treasurer, showed that the association enjoyed receipts of approximately \$106,000 and that its expenditures were somewhat less, with the result that its finances are in excellent condition.

Secretary-Manager's Report

The association, according to the report of J. H. Townshend, secretary-manager, collected \$175,000 in claims during 1920 out of a total of \$347,000, including \$81,000 carried over from the previous year and \$266,000 filed during 1920. This represents the largest collections ever made by the organization within a single year. The larger part of the claims were filed during the closing months of the year after the general advance in freight rates became effective Aug. 26, 1920.

The association also enjoyed the largest growth in membership in its history, receiving 104 new members as compared with 102 the year before. There were 34 losses through resignation, absorptions and business changes, leaving a net membership of 488 at the close of the year.

Mr. Townshend indicated that the law under which the railroads were returned to their private owners March 1, 1920, "had many good points and many points which will have to be revised or amended."

He characterized the general advance in freight rates Aug. 26, 1920, as the most important development of the year from a "traffic" standpoint and declared that failure of the interstate commerce commission to adopt the suggestion of this organization—a straight percentage increase, with a maximum in cents per hundred pounds—had "destroyed the differential which existed up to that time and, to a large extent, retarded the movement of low grade lumber. Mr. Townshend made important recommendations in this respect which were acted upon, as already outlined.

He emphasized that "car shortage" had been one of the most difficult problems of the year and that it had caused losses of "many, many thousands of dollars" to members of the association, despite all the efforts the latter made to secure cars. He suggested, in this connection, that, because of the numerous negotiations with high officials of the railroads, cordial relations had been established with the latter which would prove highly helpful in future.

Mr. Townshend indicated that one of the principal activities of the association during the closing months of 1920 was in keeping up with the various changes in "rates, rules and practices of the carriers" as a means of preventing undue advances in rates and undue restriction of the movement of low grade forest products. He stated that during the year more than 200 such cases had been handled with the interstate commerce commission, the district freight traffic committees and other organizations dealing with rate and traffic matters.

He informed members that claims against the U. S. Railroad

Administration could not be docketed after March 1 and that, if they were not so docketed before that date, they would expire by the statute of limitations. He indicated that the administration had done nothing to facilitate the settlement of claims and declared that it would probably be necessary to file additional complaints with the interstate commerce commission.

Mr. Townshend also noted that the association had secured a proposal from the Illinois Central and Yazoo & Mississippi Valley railroads to put into effect rates on fuel wood from points south to Chicago about twelve cents per hundred pounds below the rates on lumber. He pointed out that the lower rates would have the effect of providing outlets for fuel wood which would otherwise be lost and that it would also have the effect of materially conserving coal supply.

Lauds Assistants

Mr. Townshend emphasized that the association had been greatly strengthened during the year on the theory that nothing but the most efficient men should serve members of the industry. He paid high tribute to the efficiency and ability of the district managers, C. A. New, his assistant, and Mrs. B. E. Perry, who is charged with "getting the money" and who has proved remarkably capable in that particular direction.

The principal activities and accomplishments of the association during the year are given herewith:

1: Obtained favorable recommendation from an examiner of the interstate commerce commission covering transit arrangements at Memphis and Louisville and succeeded in securing agreement from the interested carriers to put such arrangements into effect at these points in the near future.

2: Succeeded in urging upon the interstate commerce commission plans for a joint conference between that body, the Canadian Railway Commission and the American Railway Association, to be held in the near future, for the purpose of settling the question of prepayment of freight rates on shipments of forest products to Canada.

3: Defeated efforts of the carriers, in the Natchez case, to advance export rates from west-side points

to New Orleans and to put into effect proportionately increased rates between stations in Louisiana.

4: Succeeded in having the interstate commerce commission order the withdrawal of supplements issued by the Frisco system and the Chicago & Eastern Illinois cancelling through tariffs on forest products via the Thebes gateway.

5: Obtained a reduction of about 50 per cent in the charge for log loading at points between stations on the part of the Yazoo & Mississippi Valley railroad and prevented the Columbia & Greenville railroad from advancing its charge for log loading service from \$2.50 to \$5 per thousand. The latter charge was placed at \$3.75.

6: Successfully opposed, before the interstate commerce commission, the proposed increase in demurrage rates on the part of the carriers which were to have become effective Dec. 1, 1920.

7: Secured indefinite postponement of proposed higher rates from Memphis, Tenn., Helena, Ark., and other Eastern Arkansas points to all consuming destinations which the carriers sought to put into effect under "Fourth Section Orders" of the interstate commerce commission. This action not only saved members of the association "thousands of dollars" but also prevented a threatened readjustment of rates on a higher basis from southeastern and southwestern territories.

8: Defeated efforts of the carriers in the Missouri case to advance freight rates on all products forest products moving between points in that State. This matter is still pending before the commission but the association expresses the hope that these rates will not be advanced.

9: Secured numerous reductions in rates on logs and lumber, including the following specific instances:

- (a) \$35 per day in log-train service on the Missouri Pacific.
- (b) 10 to 15 cents per hundred pounds on cooperage stock moving to Columbus, Miss.
- (c) 5 cents per hundred pounds on logs moving over the Louisiana & Arkansas railroad.



Ross J. Hackney
Re-elected First Vice-President



J. H. Townshend
Unanimously Re-elected Secretary-Manager

- (d) Reduction in freight rates on fitches on the Illinois Central and Y. & M. V. railroads by having these added to rough material tariffs.
- (e) 2 cents per hundred pounds in net rates of the Vicksburg, Shreveport & Pacific to Vicksburg, Miss.
- (f) 6 cents per hundred pounds in rates from stations on the Cotton Belt which had been erroneously advanced.
- (g) 10 cents per hundred pounds on cross-ties from points on the Vicksburg, Shreveport & Pacific railroad, to Vicksburg, Miss.
- (h) Reduction on club-turned spokes from Mississippi Valley points to Memphis.
- (i) 1 to 3 cents per hundred pounds on logs from Louisville & Nashville stations to New Albany, Ind.
- (j) 30c per net ton in rates on logs from points on the Cincinnati, New Orleans & Texas Pacific to New Albany, Ind.
- (k) ½ cent per hundred pounds in joint rates on logs between points in Indiana.
- (l) 6½ cents per hundred pounds in rates on the Chesapeake & Ohio to Louisville, Ky.
- (m) Reductions, running in some instances as high as 50 per cent, in rates on lumber between points on the Southern Pacific in Louisiana.
- (n) 2½ cents per hundred pounds in rates on forest products from stations on the Alabama & Vicksburg railroad to southeastern destinations.
- (o) 3 cents per hundred pounds on staves from points on the Southern Pacific to Meeker, La.
- (p) 3 cents per hundred pounds on staves from stations on the Kansas City Southern to New Orleans.
- (q) 5 to 6 cents per hundred pounds in rates on staves from stations on the Texas Valley & Northern in Texas to New Orleans.
- (r) 3 to 9 cents per hundred pounds in rates on staves and heading from L. R. & N. stations to Port Arthur, Tex.
- 10: Obtained the following concessions covering movement of lumber and forest products:
 - (a) Mixing privileges on handles, less than carload lots, through gulf ports.
 - (b) Established transit arrangements on logs on the Louisville & Nashville railroad, to Ventia, Ala., thus effecting large saving in freight cost.
 - (c) Secured establishment of transit arrangements on logs from stations on branch lines of the Louisville & Nashville to Louisville, Ky., and also on staves at Lexington, Ky., moving over the same railway.
 - (d) Prevented advance of 5 cents per hundred pounds in rates on box materials moving from all points to all points.
 - (e) Prevented heavy advances in rates on logs between all points in Texas.
 - (f) Reduction in charges for cross-town movement in various cities in the United States.
 - (g) More liberal fire and liability clauses in railroad leases and side-track agreements.
 - (h) Prevented substantial advances in rates on forest products from southwestern points to Milwaukee group.

Leaders Are Re-Elected

S. M. Nickey, president, R. J. Hackney, first vice-president, and Elliott Lang, treasurer, were unanimously elected to succeed themselves. The association, by a like vote, chose the following fourteen vice presidents and seven three-year directors:

Vice presidents in charge of districts: Cincinnati, S. M. Richey; Louisville, A. E. Norman, Jr.; New Orleans, Lucas N. Moore; Helena, Ark., F. C. Cannon.

Vice-presidents serving as chairmen of committees: Legislative, Mack Morris; Car Supply, William Pritchard; Finance and Auditing, John W. McClure; Export Traffic, James E. Stark; Rate Book, T. E. Sledge; Rate Adjustments, Walker L. Wellford; Membership and Assessment, F. T. Dooley; Demurrage and Storage, C. L. Harrison; Freight Claims, George W. Hand.

Directors for three years: J. M. Jones, John W. Bailey, W. T. Young, S. B. Anderson, W. C. Bonner, Jas. F. McSweyn and F. E. Stonebraker.

Shipping Board Man Speaks

The principal address of the annual was delivered by Commissioner Sutter, of the United States Shipping Board, for the Mississippi Valley territory. Mr. Sutter came as the personal representative of Admiral Benson who found it impossible, in the press of duties, to be present. He made a strong plea for a better understanding on the part of shippers of lumber and all other commodities of the purposes, object, aims and functions of the United States Shipping Board, which, he said, stands as the protector and guardian of the rights of exporters in the United States over ship owners and operators. He thought that a large part of the problems in connection with the American merchant marine are due directly to lack of understanding on the part of the American people and he declared that every business man should take an active interest in ocean transportation for the reason that every ship owner and operator is doing that very thing. Indifference, on the part of American nationals, to ocean transportation was characterized by him as the greatest obstacle standing in the way of better support of the United States Shipping Board and of greater efficiency on the part of the American merchant marine.

"The United States Shipping Board belongs to the people of

the United States," he said, "just as the American merchant marine belongs to them. We are your servants. We are there to help you in the solution of the problem of finding large foreign outlets for your surplus products. Take us and use us. We are the servants of the people."

Mr. Sutter stated that two shipping companies had just been formed, one at St. Louis and the other at Detroit, for the development of the business of the Mississippi Valley territory and he declared that, while shipping interests on the Atlantic and Pacific seaboards would probably secure a fair percentage of this business, they would not secure more than they were entitled to, since the larger part of it would go to southern gulf ports which have been neglected.

Mr. Sutter promised that the United States Shipping Board, with the aid of the navy and war departments, would do all in its power toward developing modern, up-to-date, efficient terminal facilities at ports in the United States, including those on the gulf coast. He pointed out that ships would not make regular calls at ports where they could not secure fuel, where they could not obtain full cargoes and where railroad transportation facilities were not satisfactory.

The association gave a rising vote of thanks to Mr. Sutter for his splendid address and the board of governors, at a meeting following adjournment, adopted resolutions commending the policies of the board and pledging the members of this organization to use the American merchant marine whenever possible in handling their overseas business.

The board, at its session, also unanimously elected J. H. Townshend, secretary-manager, to succeed himself. President Nickey appointed a special committee to arrange for general counsel for 1921.

Mr. Townshend stated that there would be no changes in the personnel of the district office managers and that the traffic and other experts in the general offices at Memphis would be retained.

Oak Interests Discuss Trade Extension

More than 100 manufacturers of oak lumber met at the Hotel Gayoso in Memphis, Tenn., Jan. 20, to discuss the feasibility and advisability of inaugurating a campaign to promote the sale of their product during 1921. Harold E. Everley, special investigator, reported that, as a result of an extended survey of important wood-using industries, it had been clearly established that increased quantities of oak may be used by manufacturers of interior trim, furniture, office equipment and other similar products if the possibilities of oak for these purposes is more fully demonstrated to the public.

Mr. Everley intimated that many manufacturers of wood-products had turned away from the use of oak because of the ability and progressiveness which manufacturers of other materials have displayed in behalf of their wares through bringing the advantages and merits of their materials to the attention of the consuming public.

It is generally agreed that manufacturers of oak lumber have made remarkable progress in perfecting processes of manufacture and handling but that they have not devoted quite as much attention as they might have done to creating demand and thus opening new markets for their output. Mr. Everley regards the present as the most opportune time to launch a campaign to stimulate the use of oak because there are millions of homes which must be built in America in the next few years while furniture and other wood products must be bought to take care of the needs of these homes. He further holds that manufacturers of oak lumber should take advantage of this situation and prospect for bringing about substantial increase in demand for their output by promoting some effective plan of trade extension work.

The subject was referred to the trade extension department of the American Hardwood Manufacturers' Association which will submit recommendations to the forthcoming annual of this organization, the date of which has not yet been announced.

Engineering in Furniture Factories

By B. A. PARKS, Grand Rapids, Mich.

Associate Member of The American Society of Mechanical Engineers

(Continued from Dec. 25 Issue)

40. In most furniture plants the exhaust from the engine will exceed the requirement for low-pressure steam during the summer time and it therefore becomes a question as to how valuable this excess of exhaust steam is and how great an investment is warranted in cutting it down to the minimum. From a knowledge of the total steam requirements of the plant the amount of fuel required can be calculated, assuming that 20 to 25 per cent of the lumber cut finds its way to the boiler room as refuse or waste, and that the fuel value of the wood is about 20 per cent of that of the average bituminous coal, weight for weight. It is then a simple calculation to determine the cost of evaporating the excess of exhaust steam during such periods of the year as this excess exists. Any saving effected by reducing the amount of the excess exhaust steam, which would go to waste, should not only pay all fixed charges on any investment made to reduce this excess but should also pay a return of at least 20 per cent per year on this additional investment. As briefly outlined above, then, it is fairly easy for the designing engineer to determine how economical an engine it will pay to install and whether it would be profitable to operate condensing, say, during the summer months, or to install other means of utilizing or reducing the excess of exhaust steam, thus effecting a saving in the coal pile. The type of engine best suited for driving a lineshaft load where efficiency, economy and continuous operation are permanent considerations is probably the slow- or medium-speed releasing-gear simple Corliss engine or the poppet-valve engine, which latter is similar in most respects to the Corliss except in the valve gear.

41. In many plants where breakdown service cannot be obtained from the local public-service company, and in fact oftentimes when such service is available, it will be found economical and convenient to install a small direct-connected high-speed generating unit to furnish lights at night and operate a few machines without its being necessary to operate the main engine. As the exhaust steam from such a unit will generally be all used in the heating system and dry kilns, the power generated is practically a by-product and the only cost for the power generated is the fixed charge incident to the additional investment. Such fixed charges will often be found to be less than the cost of breakdown service from the power company.

42. With regard to the drive from engine to lineshaft, either belt or rope transmission may be used, although the writer prefers the American system of rope drive to the belt as being somewhat smoother in operation and slightly more efficient; the total stresses on engine and head-shaft bearings are less, also it requires less careful alignment of engine and lineshafts. The main generator may be either directly connected to the main engine shaft or be driven by belt or rope. The writer prefers the latter arrangement as being cheaper in first cost, allowing of operation of the plant in case of break down to generator, and also of changing the generator for a larger one should it be found that the electric load is going to increase beyond the capacity of the original generator.

43. In choosing boilers for the plant the capacity required may be determined from the total steam demand, adding an allowance of 10 to 15 per cent for pumps and other incidental uses throughout the plant. By dividing the total maximum boiler capacity required into at least three units it will always be possible to operate the plant on two boilers, for even with a maximum demand for steam two boilers will carry the plant by operating at 150 per cent of rating. It is decidedly poor economy to provide just enough boiler capacity to carry the maximum load, for this makes it necessary to do all cleaning and make repairs on Sundays. This means that such work will

seldom be done as thoroughly as it should and it is bad for the morale of the power-plant crew for them to feel that they have got to spend nearly every Sunday of the year cleaning boilers or doing other necessary work on the boilers when out of service. An even greater argument in favor of providing sufficient boiler capacity so that one boiler may always be out of service is in the interest of continuity of operation, for the failure of one boiler due to accident or other cause is very unlikely to cause a plant shutdown or even curtail production.

44. As regards the type of boiler to select, there is no difference in efficiency between a well-set horizontal return tubular boiler and a water-tube boiler. The choice is more dependent upon the capacity required. For any plant requiring a maximum of 500 to 600 b.h.p. the writer would prefer the horizontal return tubular as being generally easier to care for and less likely to have accidents than the water-tube boiler. Plants of greater capacity than the above should generally consider the water tube as being preferable on account of space requirements.

45. The pressure to be carried depends on the type of prime mover and as to whether the prime mover is to operate condensing or non-condensing. In non-condensing plants 100 to 125 lb. gage pressure should be about the maximum, although the addition of 50 to 75 deg. of superheat will be found beneficial to economies of engines and pumps.

46. The location and arrangement of the power plant are important as regards the economical transmission of power to the factory and the allowance for increase in capacity. Where lineshaft drive is used the power plant is located in a separate holding, preferably near the center of the main lineshaft, though of course within easy driving distance from engine shaft to main receiving shaft. This location of power plant is also fairly near the center of distribution for steam and electric current. By arranging the boiler and engine rooms "back to back," that is, with center line of boilers parallel with center line of engine and with back of boilers toward the rear end of engine, and with the chimney at one end of boiler room, provision is made for extensions to the power plant without any disturbance of the original equipment. Whether the additional power units shall be arranged to deliver power by belt or electrically depends of course on where the additional power will be used.

47. The utilization of the factory waste or refuse so as to obtain the maximum fuel value is another problem which should receive its fair share of thought and study. Of course, shavings and sawdust from the various machines will be handled by an exhaust system to a separator on the boiler-house roof and then spouted to the boilers or shavings vault. In most plants the cuttings and culls are collected in push carts by a crew of men and wheeled to the boiler house where they are fed to the furnaces by hand. The above method of handling this part of the refuse is not only expensive from the standpoint of handling cost, but the full value of the refuse as fuel is not realized due to the manner of firing. The installation of a few small "hogs" or chippers, at convenient points in the plant where cuttings collect, discharging into the regular exhaust system will in many cases be found to be a paying investment. The power consumption is considerable and a certain amount of maintenance is required, but these disadvantages will frequently be found to be outweighed by the decreased labor cost and the increased efficiency obtained in burning the fuel. Tests have shown that cuttings run through a hog and spouted to the furnaces in the regular way are worth 25 to 30 per cent more as fuel than when fed as cuttings into the furnace by

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Lumbermen Ask for Tariff Protection

Hearings were held in Washington, D. C., on January 15 to 19 before the Ways and Means Committee on Schedule D, wood and wood manufacturers, in connection with the new tariff.

In addition to the testimony given before the committee, several of the witnesses filed complete briefs with the committee. Among those were General L. C. Boyle, D. O. Anderson, of Marion, S. C., and Charles A. Bigelow, of Bay City, Michigan.

Mr. Bigelow, representing the Northern Hemlock and Hardwood Manufacturers' Association, asked that a reciprocal rate be placed in the new tariff law, similar to that of Canada. He stated that the rate on manufactured hardwood was 25 per cent ad valorem in the Canadian law, and he wanted a similar rate in the new American tariff. He called the committee's attention to the fact that in addition to the import duty, Canada allows a rebate on finished products of lumber. Questioned by members of the committee, he stated that Canada sends annually to the United States from 50 to 75 million feet of flooring valued at from five to seven million dollars.

Mr. Bigelow told the committee that there is an ample supply of timber in the United States, a great deal of which is now "ripe" and should be cut. Members of the committee questioned him in regard to Canadian and American wages. He stated that the wages and stumpage are less in Canada than they are in the United States. He told the committee that the manufacturers which he represents would be content if Canada would repeal its present tariff law.

Practical abolishment of the free list and substitution of a tariff for revenue, was urged before the committee by John H. Kirby, of Houston, Texas, representing the Southern Tariff Association.

He recommended a tariff of 15 per cent ad valorem on lumber and logs, which would yield \$6,000,000 revenue, a tariff of \$1 a barrel on fuel oil, the yield being \$250,000,000 and possibly tariffs on bituminous coal, iron ore, cotton bagging and other articles on the free list. Lumber is on the free list. Under the Payne-Aldrich bill the lumber tariff was placed at \$1.25 per one thousand feet. The rate suggested by Mr. Kirby would be higher.

Mr. Kirby said that the timber supply of the United States is diminishing, but when asked for an estimate of the standing timber in this country, he told the committee that there has never been a correct survey made. Mr. Kirby stated that there are some instances where tariff protection is really needed, such as the competition with Japanese imports on the Pacific Coast and with imported floorings, etc., from Canada. He said he advocated an ad valorem duty on lumber instead of a specific duty because he felt that it would operate better. He said that the imports of lumber into the United States last year were valued at about \$40,000,000 and on the rate he advocated this would bring the Government approximately \$6,000,000 per annum.

Mr. Kirby stated that 15 per cent ad valorem duty would not keep Canadian imports out. The imports from Canada have been, he said, approximately 1,250,000,000 feet a year. Regarding the shutdown of the lumber mills of the northwest, he stated that this was not due to foreign competition, but almost entirely to domestic conditions. He called the committee's attention to the protection which is needed by the flooring manufacturers in the United States. Asked if he would favor an even higher import rate than 15 per cent which he advocated, Mr. Kirby stated that he would tax lumber imports all that the traffic would bear.

Oak Flooring Man Heard

W. J. Eckman, of Cincinnati, Ohio, representing the M. B. Farrin Lumber Company and the Oak Flooring Manufacturers' Association, brought samples and described the process of manufacturing flooring. He asked that a 25 per cent ad valorem rate be put on flooring. He told the committee that Japan sends oak flooring to this country in competition with the domestic product. He said

that at the present time first grade flooring is selling at about \$125 per thousand while the peak reached during the war was about \$200 per thousand, as compared with approximately \$80 during normal times.

W. L. Saunders, of Cadillac, Michigan, representing the Michigan Hardwood Manufacturers' Association stated to the committee that he did not believe the 15 per cent ad valorem rate which was being advocated by some of the lumbermen would raise the domestic price. He wanted the tariff not as a protection, but for revenue purposes.

Robert B. Allen, of the West Coast Lumbermen's Association, said that from 120,000 to 125,000 men are employed in the lumber industry in Oregon and Washington. He stated that the West Coast lumbermen want a reciprocal tariff with Canada. He told the committee that leaving out pulp wood, there is more standing timber in the states of Oregon and Washington than there is in the Dominion of Canada. He told the committee that he would soon file a complete brief on the whole lumber schedule.

He told the committee that the Japanese labor in Vancouver is paid \$2.10 per day against \$5.25 per day which is paid in the Oregon and Washington mills for common labor. The present eight-hour day of the Northwest is proving satisfactory, and said that white labor is more efficient than Oriental.

He spoke briefly on the exchange situation, explaining just what difficulties the northwest lumbermen encountered in competing with Canadian lumber on account of this situation.

Tariff Is Opposed

Opposition to the tariff was voiced by Donald D. Conn, of Minneapolis, Minnesota, representing Shevlin, Carpenter and Clark Company. He stated that a tariff on lumber imported from Canada today "is economically unsound and is not essential to the welfare of the American mill, is detrimental to the best interests of the public, will compel excessive depletion of our natural resources and will call forth strenuous retaliation on the importation of pulpwood and other wood products."

Mr. Conn told the committee that Canada exports to the United States approximately 1,000,000,000 board feet annually. The annual cut in the United States approximates 40,000,000,000 board feet. Our exports from the Pacific Coast to foreign countries have exceeded in proportion, compared with prior years, the exports of British Columbia. "We can, therefore," he said, "successfully compete against Canada in foreign markets and it follows that Canada can be no serious competitor in the domestic field."

Mr. Conn said that when the demand exceeds the supply in the United States and a duty is placed upon Canadian Lumber it will follow that the American producer will increase his price to absorb the slack. Two dollars, per thousand, he said, means an outside revenue of \$2,000,000 to this government and it may mean an increase of \$80,000,000 annually in the consumers lumber bill. More than 15,000,000 feet of pitch pine was shipped into the province of Ontario in the last five months of 1920, he said. This amounts to over 680 cars of lumber put into Ontario on a lean market displacing Canadian woods in their own market.

He told the committee that on December 31, 1920, there was less than three billion feet of lumber in pile, or only 7.5 per cent of the annual needs of the country.

Mr. Conn told the committee that the substitution of patent roofing for wooden shingles is the cause for the decrease in the production of that product in the United States and not Canadian competition. Substitution, he said, is equivalent to 1,440,000,000 board feet annually.

Bigelow In Rebuttal

Mr. Bigelow made a supplemental statement, in written form, taking objection to his assertions.

(Continued on page 25)

Building Cost Investigation Urged

A resolution recommending that the conference on housing conditions to be held by the Chamber of Commerce of the United States, at Washington, Jan. 27 and 28, "thoroughly investigate and publish the relative costs of producing building materials, the recessions in prices of building materials, the relative costs of distribution of building materials, as based upon increased freight rates and comparison of wage scales, and efficiency of building trades labor," was the chief result of the conference of building material industries held at the Congress Hotel in Chicago, Jan. 21 and 22.

This conference was held upon invitation extended the building material interests of the nation by the National Lumber Manufacturers' Association, pursuant to a request made at a mass meeting of representative lumber manufacturers from every producing region of the country, in Chicago on Jan. 5 and 6. In conjunction with this request for a meeting of the makers of other building commodities with lumber manufacturers, it was stated that "we (lumber manufacturers in mass meeting) call upon all other industries and labor, which furnish the essential elements entering into

reducing its scale of compensation, that it would accept nothing less than \$1.25 per hour for the next three years. Steel failed to participate officially in the meeting; plumbing and other building commodity lines also failed to furnish representation.

Those who did appear for their interests denied in the main that it was possible for them to further deflate their prices, and were reluctant to commit their industries to any plan based upon the assumption that prices of commodities might be further deflated.

Statements made by Gerhardt F. Meyne, representing the Builders' Association of Chicago, pointed to the fact that labor has grown remarkably inefficient in the past four years, the decrease in efficiency being even greater than the increase in compensation, and that costs which will permit of a substantial revival of building can not be hoped for while labor remains extravagantly inefficient and receives an exorbitant wage.

Banks can not finance building until it is definitely shown that building values are upon a sound economic basis, George M. Reynolds, president of the Continental and Commercial National Bank of Chicago, told the conference.

Resolutions Resulting from Housing Conference

WHEREAS, The Nation finds itself with a shortage of approximately two million homes as well as a vast number of other buildings necessary to the comfort and wellbeing of the people, and

WHEREAS, The construction of houses, as well as of facilities for the conduct of commerce and industry has been deferred on account of the high cost of building, and

WHEREAS, A variety of causes have combined to make costs of building too high to be attractive to either the investor or the home builder, and

WHEREAS, Chief among these causes have been the high prices of building materials due chiefly to the excessive cost of production, as well as the increased wages paid to all classes of building trades labor, which constitutes from 65 to 80% of all the cost of construction, and

WHEREAS, The building industry is, next to agriculture, the chief basic industry of the country capable of giving employment to more people directly and indirectly than any other vocation, and

WHEREAS, The general resumption of building will prevent serious unemployment, by furnishing occupation to the thousands of men who have been recently released from less essential work, and

WHEREAS, The resumption of building activities depends upon the return to costs, in the reasonableness of which the public may have confidence, and

WHEREAS, This conference of building material interests called by the National Lumber Manufacturers' Association for the purpose of considering measures by which the building program of the country may be expedited, which conference, and its objects was heartily endorsed by President-elect Warren G. Harding, be it therefore

RESOLVED, That we call upon all persons engaged in the business of manufacturing building materials of every class and character, as well as upon builders and contractors, to exert their utmost efforts to see that conditions are brought about which will result in immediate reductions in costs of construction.

We call upon the retailers and distributors of building materials to do their full share in meeting the demand of the people for cheaper building materials. We call upon labor engaged not only in the construction industry, itself, but in the making of the great variety of materials of all kinds entering into construction, to do its full share, in increasing output and hastening construction, to the end that labor costs which constitute so large a proportion of the total cost of raw materials and of building, may decline to a point where it will be possible to proceed with construction which is so essential to the health, comfort and wellbeing of all the people, be it further

RESOLVED, That we endorse the conference of housing conditions to be held by the Chamber of Commerce of the United States, at Washington January 27th and 28th, and recommend that that conference thoroughly investigate and publish the relative costs of producing building materials, the recessions in prices of building materials themselves, the relative costs of distribution of building materials as based upon increased freight rates, and comparison of wage scales and efficiency of building trades labor, be it further

RESOLVED, That the building materials whose producers are represented at this conference, pledge themselves to take such action as they legally and conscientiously can within their own industry and in co-operation with others to bring about conditions which will make possible the early resumption of construction to the end that the health, happiness and the general and profitable employment of the American people may be assured.

the costs of construction, to join with us in contributing their just part toward the resuscitation of the activity of this needful industry."

It was believed by the lumber men at the original mass meeting that deflation had not been carried far enough in all building commodities other than lumber to encourage the prospective builder to go ahead with his project. It was hoped that the manufacturers of the other essential commodities, and labor, might be induced to agree to hasten the processes of deflation. In short, that by a meeting of the minds of the leaders of all the industries concerned, conditions might be brought about that would have the effect of setting in motion the vast latent building operations of the country and thus begin the solution of the increasingly serious and alarming housing shortage.

But those to whom lumber issued its call failed to respond wholeheartedly and concerted enough to permit the working out of a plan of sufficient authority and force to cope with the vast lethargy of building. Labor did not appear, and at a meeting of Chicago building trades just one day prior to the convening of the building material conference, it was declared that labor could not consider

The conference was presided over by John H. Kirby of Houston, Tex., president of the National Lumber Manufacturers' Association. During one stage of the meeting Mr. Kirby said that few optimistic notes had been struck, but that the men present and others like them, could surely find some constructive way of uncovering business.

"One of the beneficial results of the present meeting," he continued, "is that some of those who have been disposed to knock will no longer do so. The frank discussions of this meeting have shown each of us what the other fellow's problems are."

Making clear the purposes of the meeting, Mr. Kirby said that no understanding as to prices could be attempted, but that those present could arrive at an understanding of the economics of all industries concerned. "In everybody's mind there is the idea of deflation, however," he said. "But please do not let it get into your minds that the lumbermen through this meeting, or in any other way, want to administer a rebuke to the manufacturers of other building commodities. Our primary object was to get at the truth and learn what might be done, if anything, to revive building."

(Continued on page 30)

News from the National Capital

Plans have been completed by the Department of Justice for a vigorous investigation under the anti-trust laws into the coal and building materials situation. The Department announced that it would particularly investigate the lumber interests, with special reference to the yellow pine industry of the South. An organization is being completed by the Department to assume direction of the inquiry.

The testimony of witnesses appearing before Congressional committees investigating reports of unreasonable profits out of Government coal purchases, will be used by the Department of Justice as a basis for its inquiry into the coal situation.

Assistant Attorney General Frank Nebeker has held conferences with William J. Rand, associated with Isidore Kresel, of New York, who has been appointed by the Attorney General to direct the Government's investigation into the alleged building materials monopoly. At the conference, plans were reviewed for the Government's investigation into all phases of the building materials industry. Special assistants to the Attorney General have been appointed and an adequate corps of investigators have been added to assist in the inquiry.

* * * * *

The Brooks-Scanlon and the Shevlin-Hixon Lumber Companies filed briefs with the Interstate Commerce Commission on January 19 in the matter of establishing a satisfactory minimum weight basis for lumber and lumber products originating in the Pacific Northwest and Inland Empire Territories. The brief states that prior to September 24, 1917, no troubles were experienced with the minimum weights from these territories because the full visible exceptions were flat minimum based upon the length of the car and no greater than existed in other producing territories.

The lumber companies would show that the so-called cubical minimum weight is not a minimum weight but was utilized entirely as a penalty on the car which was not loaded full. In view of the fact that the full visible exception is in reality the fundamental minimum, the brief declares, the negative merits of the cubical minimum were brought to the surface when these charges were made and it is since that date that disagreements have arisen.

* * * * *

The Interstate Commerce Commission announced that the Board of Railway Commission of Canada had directed carriers subject to their jurisdiction to place a surcharge of 60 per cent of the rate of exchange on international shipments, other than coke or coal, to be added to the total through charges including advanced charges payable to carriers in the United States, when payable and collected in Canada.

The order became effective on January 22 and the rate of exchange quoted for New York funds by the Bank of Montreal at noon in Montreal on January 21 will govern charges from the 22nd to the 31st of the month.

When all charges are paid at points in the United States in U. S. currency, the surcharge will not be added. On shipments from Canada the surcharge must be collected at the rate governing on the date of the bill of lading; and on shipments to Canada at the rate on the date of advice note of arrival at the Canadian destination. The order pronounces that the surcharge will accrue entirely to the Canadian carrier. Railway agents in Canada will be informed on the first and fifteenth of each month of the surcharges to be collected and the latter must be shown as a separate item on all bills.

The tariff does not apply to export and import traffic from or to points of origin or destination in the United States via Canadian ports, on which all charges must be collected in United States currency or equivalent. The rate of exchange quoted for New York funds by the Bank of Montreal at noon on the last day of the

month will govern until the 14th, inclusive, of the following month and the quotation on the 14th will govern from the 15th to the last day of the month.

* * * * *

Wooden shipbuilding companies won their case before the United States Shipping Board for the prompt settlement of claims against the Government, growing out of the cancellation of wood shipbuilding contracts by the Emergency Fleet Corporation. The amount of the money involved is estimated to be between \$6,000,000 and \$10,000,000.

The Shipping Board has formally designated the Construction Claims Board to proceed with the examination of the facts concerning the claims of the shipbuilders and to submit to the Board of Trustees of the Emergency Fleet Corporation its recommendations for settlement of the claims.

Indiana Hardwood Men Hold Annual

Officials of the Indiana Hardwood Lumbermen's Association demonstrated at the twenty-second annual convention in Indianapolis, January 18, that it is possible to stage an interesting convention without a hard and fast program to follow. Probably one of the most interesting features of the meeting was at the afternoon session, when the convention was thrown open for an experience meeting and prognostications as to what the coming year holds for the business. As many as had time gave their views concerning building operations during the coming year and the demand for hardwoods, and out of the wealth of information the outstanding fact was that the hardwood men themselves are optimistic regardless of present demand. More than 200 men attended the convention.

The following officers were reelected for the coming year: George H. Palmer, Sheridan, president; Edgar Richardson, Indianapolis, secretary and treasurer; H. B. Sale, Fort Wayne, first vice-president, and Frank Donnell, Greensburg, second vice-president.

Members of the board of directors who were reelected are: William H. Day, New Albany; John I. Shafer, South Bend; Bruce Montgomery, Frankfort; A. J. Smith, Decatur; W. W. Knight, Indianapolis; George Waters, Indianapolis; Frank Shephard, Indianapolis; Frank Reynolds, Rushville; John Kitchen, Columbus; C. H. Barnaby, Greencastle; J. V. Stimson, Huntingburg; Sam Burkholder, Crawfordsville; C. H. Kramer, Richmond; Daniel Wertz, Evansville; T. B. Coppock, Fort Wayne; James Buckley, Brookville; John N. Graham, Franklin, and Walter H. Crim, Salem.

As one of the features of the afternoon session the Holt Manufacturing Company of Peoria, Ill., gave a series of instructive motion pictures showing the process of hauling logs by tractor.

Charles F. Coffin, president of the Indianapolis Chamber of Commerce, gave a talk in which he gave his opinion concerning business conditions. Mr. Coffin said all the signs of the times pointed to a resumption of industries within a period of from three to six months. He said the remarkable feature about the present economic situation was the fact that all signs pointed in this direction. He said many of the large financiers of the country felt in their hearts that when the readjustment period started it would take months and probably years to work itself out, while in fact present indications pointed to a comparatively short period of time. Mr. Coffin referred to the natural resources of the country, to the amount of available gold in the United States as compared with other countries and declared it was preposterous to believe that the situation was so very unhealthy.

A banquet was held at night, which was a sort of get-together meeting, and was attended by practically the entire membership.

As a side issue the men interested in oak veneer held a meeting in the morning to discuss business conditions.

Engineering in Furniture Factories

(Continued from page 20)

hand. This question of the installation of hogs is an individual problem for each plant and can only be intelligently decided by considering all the factors entering into each case.

48. Another improvement in the handling of refuse is in regard to feeding the excess shavings and sawdust which ordinarily are allowed to collect during the day in a so-called shavings vault. In most plants the contents of the shavings vault must be fed to the furnaces with a shovel, which is not only laborious but prevents the full fuel value being realized. In the design of a power plant for a woodworking factory for which the writer was partly responsible, overhead bins were installed instead of the customary shavings vault. These bins feed by gravity to a short length of screw conveyor discharging into the furnace fronts, a separate conveyor being provided for each boiler. The speed of these conveyors could be varied by means of a friction drive, thus allowing the quantity of shavings and sawdust fed to the furnace to be regulated in accordance with the load on the boiler. The tendency of the shavings and sawdust to arch over and thus stop feeding was overcome by a simple installation of "fingers" on a shaft leading through the lower part of the bin arranged to be tripped periodically by an eccentric and connecting rod actuated from the conveyor drive shaft. A small blower was also installed with a branch duct arranged to discharge a current of air just below each outlet into the furnace from the screw conveyor and thus blow the shavings and sawdust into the furnace in the same manner as they are spouted from the separator. With a fairly constant boiler load the above installation is entirely automatic and it is no longer necessary to burn coal to augment the refuse fuel which at night was previously necessary.

49. Almost, if not quite, as essential to the successful and economical operation of the power plant as the proper selection of the boilers and engines, is the careful consideration given to the auxiliaries such as pumps, feedwater heater, etc. Also the piping layout should be thoughtfully designed, keeping in mind continuity of service and convenient control of all equipment in the plant. Another feature which is not usually found in industrial power plants, particularly the small and medium-sized ones, is a suitable selection of recording gages and instruments for indicating and recording steam pressure, feedwater temperature, quantity of feedwater, electric power generated, and other data having a bearing on proper cost keeping for the power plant. With the present prices of fuel, oil, and other supplies, it is quite as essential to watch the costs of power production as it is to watch costs in other departments of an industrial institution.

Fire Protection

50. In a woodworking establishment the fire hazard is naturally much greater than in a metal-working plant, consequently more than ordinary care should be exercised in decreasing the fire hazard to a minimum and preventing the spread of fire in case it does start. Buildings should probably not exceed 250 to 300 ft. in length without dividing them by suitable fire walls at least 17 in. thick, and extending well above the roof line. Finishing and upholstering departments should, if possible, be isolated from the rest of the plant by fire walls, and if they are on upper floors and any great distance from stairways, outside fire escapes should be provided. The building codes in many cities require fire escapes on all buildings exceeding certain heights and floor areas.

51. As already mentioned, all stair wells and elevator shafts should be enclosed in fireproof towers, and to make fire walls and fireproof towers effective all openings should be fitted with automatic fire doors. It is also well to note that all stairs should be of non-combustible material so they cannot be destroyed in case fire is communicated to the stair well itself. All sash should be steel and the windows opposite adjacent buildings, where buildings are 30 ft. apart or less, should be glazed with wire glass. It almost goes without saying that a good sprinkler system should be installed throughout the entire plant with plenty of yard hydrants and a good supply of fire hose. All motor-control switches should be enclosed in steel

boxes so arranged that the box cannot be opened when the switch is closed. This precaution is not only in the interest of fire prevention but accident prevention as well. All switches for motors driving spray-booth fans, or for motors in other locations where inflammable gas or dust is prevalent, should be of the remote-control type enclosed in tight steel or iron cases, with a push button near the booth or other machine. Spray-booth fires are a constant source of danger and the method above mentioned of controlling the fan motors is well worth the investment required. Other precautions in either preventing fires or preventing their spreading will apply to certain plants, but the above suggestions will outline the main points to be considered.

Proper Accommodation for Workers

52. Under accommodations for workers may be included the lighting, heating, toilet, and locker-room arrangements of the plant. While some of these features may not be considered as being entirely for the accommodation or comfort of the workers, yet the writer believes they have such a bearing on the morale of the working force that the greatest benefit derived from properly designed equipment as mentioned is through an increased efficiency on the part of the employees. The day of the dark, poorly heated and ventilated factory building with inadequate and unsanitary toilet facilities is past, for the simple reason, if for no other, that any self-respecting man will not work under such conditions; and if the employer with such a factory does obtain a working force he may be sure that he is getting only the flotsam and jetsam of the laboring class and the result will be reflected in both the quantity and quality of his product. Bright, cheerful surroundings, comfortably heated and well ventilated, with adequate sanitary facilities, including a supply of good drinking water, are no longer regarded as an expense by the modern executive but as an investment which pays large returns in increasing production and quality of product, decreasing labor turnover and promoting contentment and loyalty among the employees.

53. The far-too-usual method of providing a drop cord with a bare lamp over each machine or at each workman's bench with a few thrown in for general illumination should not be tolerated in this day and age when good, efficient fixtures may be had at such reasonable cost. While "spotted" fixtures over some machines may be advisable, the writer much prefers good general illumination throughout the entire working space. Where walls and ceilings are painted white with some good industrial enamel, efficient lighting may be obtained through a proper selection of reflectors or fixtures at a comparatively small cost in power consumption. For the average machine and bench work in a furniture factory an intensity of illumination of 3 foot-candles will be found satisfactory and this intensity may be obtained with the Type C lamps for a power consumption of about 1.25 watts per sq. ft. of lighted floor space. Fixtures or reflectors should be selected to suit the various departments, the selection depending of course upon the kind of work performed. The new enameled steel reflectors, which are made in a variety of styles and designs to suit various conditions will be found very efficient and probably as economical in first cost as any type of fixture that can be purchased. Care should be exercised in locating fixtures over machines or benches so that the direct glare of the lamp will not shine in the workman's eyes. Where such direct rays of light are unavoidable, opal-glass bulbs should be used.

54. With regard to heating probably the most ideal system is the hot-blast, for such a system provides adequate ventilation as well as heat and in the summer time may be used to cool the air introduced into the factory by circulating cold water through the heating coils. The hot-blast system has the disadvantage of rather high first cost in comparison to direct radiation, and the ducts for distributing the air are likely to be considerably in the way unless provision for them is made in the building construction. A well-designed direct-radiation system of heating will be found very satisfactory and will probably answer the purpose in most cases. Pipe sizes should be liberal so as to use exhaust steam from the engine without too high a back

HARDWOOD LUMBER

**THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS**

**Annual Capacity
130,000,000 Feet**

LUMBER generally is now being sold by the producer at less than the cost of production. We have closed all our sawmills and planing mills.

Our yards are full.

Consumption of lumber is slow.

Authorities say that stocks of lumber in the hands of dealers and consumers are far below normal.

Everyone knows the extent of the arrearage in building and construction lines.

The subnormal consumptions of the past must be made up, some time in the future by an extra or abnormal consumption.

These fundamental facts are so plain, and the deductions therefrom so obvious, that we would doubt the value of the business of any one who required to be told, the obvious thing to do under present conditions.

No one can doubt the wisdom of buying at present figures. Conditions, however, are such that consumers are and will be more exacting in respect to quality and service.

OUR LUMBER IS UNSURPASSED IN INTRINSIC QUALITY;

OUR MANUFACTURES ARE STANDARD;

OUR SERVICE IS THE SYNONYM OF EFFICIENCY.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

pressure, and the pipe coils or radiators should be so arranged as to obtain a uniform distribution of heat and flexibility of control.

55. The toilet and locker rooms should be centrally located with regard to the building or floors which each serves, and preferably placed in a service wing, as already mentioned. By so locating these features valuable manufacturing space is not taken up and good light and ventilation may be obtained. Toilets with divided front counter-weighted seat, extended lip, and of the automatic flushing type should be installed; one for each 20 to 25 men. These toilets may be used for urinals and will be found to give much less odor when so used than any but the most expensive urinals. Washing facilities should preferably consist of enameled roll-rim cast-iron sinks with no stoppers in the waste. Hot- and cold-water supply pipes over the center of sink with mixing valves, similar to bath cocks, spaced about 18 in. apart for both sides of the sink, will provide a maximum of capacity per square foot of floor space. One wash cock or mixing valve should be provided for about every 10 or 12 men. Such equipment has the advantage that it is easier to keep clean than individual wash basins and forces the men to wash in running water, an important point in preventing the spread of disease. Every man in the plant should be provided with a pressed-steel locker, where he may change his clothes, and the addition of a few showers and a comfortable, well-lighted room, where the men can eat their lunches will be found to be not only conveniences provided by a generous management, but features which add still more to the contentment and loyalty of the men. Floors in all toilet, locker and wash rooms should be waterproof and non-absorbent so that they may be easily kept clean and sanitary.

56. As mentioned before, these few notes are not intended as a treatise on the design of a furniture factory, but merely as a brief discussion of some points which the writer feels are worthy of serious consideration. The many factors affecting the design and construction of a plant are so important in their bearing on the final overall efficiency of the plant, that the problem is quite properly one for none but an experienced engineer.

(Continued from page 21)

"It is very evident that the speaker for the Shevlin-Carpenter interest was not speaking in the interest of the American consumer, but protecting his own market in Canada against the importation of American woods that are worked through a planing or flooring mill more than one said," Mr. Bigelow's statement says.

It is well known among consumers of lumber that probably 90 per cent of all lumber used is planed on more than one side before it is used. As a practical proposition the point I make is this: That the Shevlin-Carpenter Canadian interests are more concerned in safe guarding their Canadian market for the distribution of their finished products than they are in the American consumer or the American industry. In other words, they do not want the present situation disturbed whereby the finished American lumber is denied the privilege of going into the Canadian market, whereas the finished Canadian lumber has full privilege of free access into the American market. Continuing, Mr. Bigelow's statement says:

Now all I am urging is that if Canada insists upon a tariff against our finished product that reciprocally America ought to take the same position, whereas if Canada will take down its tariff wall America would handle the situation in a similar way. It is the status quo that the Shevlin-Carpenter people want to preserve, thereby giving them advantages in the Canadian market undisturbed by American lumber. That is the real bug under the chip. They neither want reciprocity nor free trade as between the two countries for the finished product.

Permit me to add this suggestion: The young man who represented Shevlin-Carpenter stated that but 10 per cent of their entire investment was invested in Canada. He failed, however, to tell you what per cent of their production was represented by that 10 per cent, because it is conceded that 10 per cent of investment in Canada will represent from 30 to 40 per cent investment in America because of the favorable conditions under which Canadian stumpage can be purchased and controlled. The buyer contracts for timber limits paying for the timber when cut into logs; the Canadian Government taking all the risks of decay and destruction by natural hazards, such as damage by fire and wind; which is estimated to be at least 10 per cent of the timber stand.

Chicago Holds Fifty-Second Annual; Secretary Hooper Resigns

The most prosperous year yet experienced by the Lumbermen's Association of Chicago was terminated by the fifty-second annual meeting and dinner, held at the association's headquarters in the Lumber Exchange building and the Red Room of the La Salle Hotel, respectively, on Jan. 17.

The jollity of the celebration was tempered by the resignation of E. E. Hooper, after thirty-two years as secretary of the organization. Mr. Hooper's resignation was accepted with the keenest regret by the members present at the business meeting preceding the dinner. Later at the dinner, Division A, which was the original division of the association, presented the former secretary with a certified check for \$2,500, as an evidence of their appreciation of his long and faithful service as well as their respect and affection for him. Mr. Hooper was deeply affected by the kindness, and in his valedictory declared that he still felt young and would be with his friends of the association twenty years longer.

Mr. Hooper resigned to accept a position from the Lumbermen's Mutual Casualty Company of Chicago, the offices of which adjoin the Lumber Association headquarters.

The business meeting was presided over by F. J. Heidler, president. The principal business consisted of the reading of reports by the officers, the election of directors and the standing committees, including the executive committee of the various divisions.

In a brief annual address President Heidler declared that the lumber business had changed from a position of active prosperity to stagnation, creating a condition in which association work counts more heavily than at any other time. The future success and progress of the Chicago lumber association depends upon the interest and work of the general membership as well as the officers, he said. Success cannot continue otherwise.

The following is the list of directors and committees elected for the ensuing year:

Board of Directors: Division "A," N. C. Mather; Division "B," T. F. Scanlon; Division "C," S. C. Bennett; Division "D," Frank H. Burnaby; Division "E," W. L. Godley; Division "F," J. L. Lane; Division "G," L. C. Harnig; Division "H," W. S. Goodwillie; Division "I," William Nussbaum.

Committee on Arbitration: V. F. Mashek, J. H. Dion, A. H. Ruth, M. G. Truman, S. E. Barwick, R. C. McWhorter.

Committee on Appeals: J. W. Embree, E. L. Cook, E. J. Lundin, J. M. Schultz, P. S. Fletcher, W. S. Lockwood.

Executive Committees

Division "A": Earl Weinstock, chairman; Frank S. Collins, S. J. DeVries, Wilson Martin, C. F. Wiehe.

Division "B": Wm. L. Schuppert, chairman; F. I. Abbott, F. H. Deacon, E. C. Schoen, Chas. S. Smith.

Division "C": Jos. Gorman, chairman; J. A. Braun, John S. Hurd, H. L. Sill, H. M. Walker.

Division "D": Minor E. Botts, chairman; Fred H. Burnaby, Geo. D. Griffith, E. A. Thornton, Charles Westcott.

Division "E": W. T. Lawrence, chairman; Minor E. Botts, B. E. Cook, Robert Cousin, C. W. Osgood.

Division "F": Leonard Berg, chairman; V. S. Barnes, N. T. Hand, Walter Robison, A. Wallerstein.

Division "G": L. H. Dodd, chairman; Peter Beck, G. H. Dekker, F. J. Heltmann, H. D. Traeger.

Division "H": Frederick Klapproth, chairman; W. S. Goodwillie, Wm. F. Kurz.

Division "I": W. O. Johnson, chairman; John Daniels, August Elzner.

Chicago Enjoyed Big Year

The retiring secretary's last annual report showed an activity in the Chicago lumber market through 1920 unsurpassed by any year since 1913. The total receipts of lumber were bigger than in 1918 or 1919, said Mr. Hooper, though not as large as 1917. He explained that "the big totals of 1916 and 1917 were probably due in great measure to the European war and the preparations for our own entry into it, and 1920 figures far surpass those of 1915 and 1914. Shipments, while not so great as in 1918, were much heavier than in 1919, leaving for local consumption a quantity greatly exceeding that of the two preceding years."

The following are the statistics on receipts and disposition given by the secretary:

The total receipts of lumber at Chicago for the year 1920 aggregated,

according to the best data obtainable, 2,412,887,000 feet of lumber, 235,657,000 shingles by rail and lake. Of the figures given, 34,779,000 feet of lumber were reported from U. S. Custom House as lake receipts, leaving 2,378,108,000 feet of lumber to represent receipts by rail. The total volume of receipts shows an increase in lumber of 375,583,000 feet for the year 1920 and in shingles a decrease of 46,092,000.

Impossibility of Lumber Price Control Shown by R. B. Goodman

"Short of a nation-wide conspiracy in restraint of trade, which is inconceivable, the production of lumber is freely competitive with respect to the operators in each producing region as well as by virtue of the interchangeable use of the products from various regions," said Robert B. Goodman, chairman of the committee of Economics of the National Lumber Manufacturers' Association, during the course of an address on "The Price of Lumber," made at Yale University, Jan. 20.

The address is regarded by Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, as a "substantial and dignified reply" to the recent report of the Federal Trade Commission, in which the "thinly veiled, but unsubstantiated suggestion was made that the lumber industry . . . has been able to control the prices of its products." The delivery of the lecture was peculiarly timely, Dr. Compton said, because of the fact that the Trade Commission had filed its report to Congress only ten days previously.

Mr. Goodman, who bears the reputation of being one of the most observant critics and best informed spokesmen of the lumber industry on economic subjects, carefully analyzed the various and many economic factors developing the price of lumber. During this effort, he, as a matter of course, demonstrated the virtually insuperable obstacles to such control of prices, distribution, etc., as the industry stands accused of by the Federal investigators. "There are about 150 regional, state and national associations representing the manufacture and sale of forest products," he said. "Yet our industry has no common mind or ideal or purpose. It is merely a convenient classification of a bewildering variety of trades, professions, labors, interests and counter interests, continent wide and touching directly or indirectly every human activity and every human want. There are more than thirty-five thousand saw mills in the United States, varying from the merest teakettle to the million dollar plant. There are fifteen hundred saw mills, having an annual cut of more than five million feet each and the largest aggregate of mills under central control produces not quite four per cent of the industry's products by volume, and hardly two per cent by value. Forester Greeley, in a recent report to the Senate, said: 'The number of saw mills operating as independent units is still very large. Furthermore, as far as present indications go, the entrance of new organizations of large size into the lumber industry in the West has not tended to restrict competition. Newcomers, usually well organized, efficient and well financed, have indeed in several instances introduced a new competitive element where they located.'

The cost of carrying timber or the pressure to liquidate, the isolated and dependent character of the industrial employment, in many regions the seasonable character of the operation, often force the operator during periods of business stagnation to continue production at an actual loss. The scarcity of woods and mill labor, the difficulty in procuring cars for shipment of lumber in time of prosperity, and the fact that the process of blocking up timber in a new operation, building logging railroad and mill and developing an organization, requires several years' time, are some of the more outstanding reasons why our industry reacts slowly to increased demands. Almost the entire burden of prompt adjustment to market conditions falls upon the reserve stocks in the hands of the larger manufacturers, wholesalers and retail dealers.

The psychology of lumber prices, and the important bearing of mental reactions on the whole fabric of consumption, conservation, etc., was discussed by Mr. Goodman, under the concluding sub-head of his address, "The Effect of Lumber Prices." He said:

Price reactions are psychological. Economic laws work their effects through the reasoning powers of the producer and the consumer, the

(Continued on page 28)



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.....	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
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QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
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QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
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WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
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MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
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ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS



Fuel Oil in Locomotives and Skidders

By M. J. E. Hoban, Osceola Cypress Company, Osceola, Fla.

As we only started our plant in February of this year, it is impossible to give comparative costs of our experience in using oil for fuel in our locomotives and skidders. We had our locomotive equipped for oil burning at the commencement of our operations. We, however, did get estimates from officials of the railroad over whose main line we have a haul, and we used these in determining the relative costs between oil and coal. A locomotive from the time it leaves our mill until its return will log about 250 miles. Our loaded average train is about 500 tons of timber, and the fuel costs us 12 cents per ton, or a little less than \$60 for the round trip. Estimates on coal consumption at the time varied from 45 to 60 cents per ton. At the time we made the comparative figures fuel oil was quoted 3.1 cents per gallon, against coal \$15 per ton. Since that time fuel oil has advanced considerably, and we understand coal is not quite as high.

One of the real advantages of oil is freedom from fires. The Florida East Coast, over which road we operate, uses oil as fuel, and has had no fires to pay for since installing oil.

The saving in handling of oil is considerable. Our locomotives take on 1,800 gallons of oil in a very few minutes, and you do not refuel until the round trip is made. You can always keep your steam just where you want it. We have already installed oil on one of our skidders, and have the equipment on hand to install on our two overhead skidders. Our pullboat burns from 350 to 400 gallons per day, depending on the length of haul. This boiler is an 80-horsepower high pressure Lidgerwood machine. Our experience with oil is very satisfactory, and it is only a question of what you pay for oil. Roughly, you can figure 145 to 175 gallons of oil to a ton of coal, depending on the kind of coal.

The "Caterpillar" with Winch

The Holt "Caterpillar" winch attachment is said to be making good wherever it is being employed, either in northern or southern operations. The traction ability of the machine is not decreased by the winch attachment, but instead the operating range of the caterpillar is actually increased. The winch easily skids logs out of steep hollows or other inaccessible places and then the caterpillar may be used to skid the trail down the mountain or pull the loaded wagons to the railroad or mills. The combination makes an unusually versatile machine. Winch specifications for 5-ton caterpillar tractors are as follows:

Drive—Power is taken from transmission case in rear and carried to winch through a gear train and propeller shaft. Final drive is through bevel gears and internal gear type of planetary.

The nigger head is located at extreme left of drum.



Showing the Winch in Action

SPEED AND POWER

	Pulling Speed Ft. per min.	Pull (lbs.)	Max. reverse speed
STANDARD			
Low speed.....	108	10400	583
High speed.....	252	4450	1360
OPTIONAL			
Low speed.....	157	7080	847
High speed.....	371	3010	2005
OPTIONAL			
Low speed.....	192	5840	1036
High speed.....	454	2485	2450

Above reverse speeds are maximum. By slipping clutch any speed up to maximum can be obtained. Clutch is of ample size to permit slipping indefinitely.

WINDING DRUM

Diameter of drum.....	8-in.
Between flanges.....	13-in.

CABLE CAPACITY

$\frac{1}{2}$ in.	$\frac{3}{4}$ in.	$\frac{7}{8}$ in.
1300 ft.	850 ft.	590 ft.

(Continued from page 26)

seller and the buyer. These reactions are industrial and commercial in the sense of being immediate, but they leave mental grooves or tendencies or prejudices both with the industry and with the public.

We acquire wasteful habits in using cheap things and efficient habits in using things that are dear. The higher-priced species of lumber are assigned more definite grading rules with a greater number and variety of grades. The higher price of better grade stimulates the use of a poorer grade. White pine was once graded only as select and common; then the common was graded as No. 1 and No. 2 below was waste; then No. 3 common was made and sold and No. 4 burned; then No. 5 into the market, and now No. 6 brings a price that No. 1 once brought. The higher price stimulates the demand for little used species. Once the builder despised hemlock; once you and I talked of mahogany and walnut as the only hardwoods, then oak, then gum and birch and maple came into our home. This is because our American hardwoods were once too cheap and when they became expensive we began to appreciate their beautiful grain and texture. The higher price of lumber stimulates the invention or the discovery of substitutes. Wire fences, cement sidewalks and fibre boxes are classic examples. The higher price brings more careful use. It has

been the inspiration of the wood-preserving industries. It has caused the railroads to creosote their ties and timber; the farmer to paint his barn.

If we look back in our industry but a few years, we see the waste that has been caused by low prices, the fastidious use of clear boards, the wasteful use of large sizes, which cause the lumbermen to leave the poorer product in the forest.

Forecasting future price trends of lumber, Mr. Goodman said that while commodity price indices for lumber and building materials as compared with the price indices of all commodities, as compiled by the Aldrich report and the Bureau of Labor, show that lumber has advanced relatively in the commodity scale from 1850 to 1920 at the rate of 7/10 of one per cent per annum, for the next ten years lumber will advance relatively in the commodity scale at a rate possibly in excess of one per cent per annum. He believes that lumber may exceed the one percent per annum advance because of accumulation of deferred demand over a period of four years, which must be satisfied during the next ten years of the reconstruction period. Other commodities are due to suffer a decrease in value of 3½ percent a year for the next twenty years from 1920. Mr. Goodman bases this prediction on the decline which followed the Civil War.

HOLLY RIDGE HARDWOODS

Branded HR

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service **must** be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge

GUM ASH OAK ELM CYPRESS

are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS

HOLLY RIDGE, LA.
ST. LANDRY, LA.

MONROE, LA.
MEEKER, LA.

HOLLY RIDGE LUMBER Co.

*INCORPORATED***MAIN OFFICE****LOUISVILLE, KENTUCKY***BRANCH SALES OFFICES*

DETROIT, MICH.
KANSAS CITY, MO.

BALTIMORE, MD.
INDIANAPOLIS, IND.

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

Building Cost Investigation Urged

(Continued from page 22)

Mr. Kirby then made a reference to the nation-wide misconception of the public that the lumber industry has been and is profiteering. This misconception has been so influential as to cause a government bureau to pander to it with a report full of muckraking data, scourging the lumber industry. He had reference to the report of the Federal Trade Commission, filed Jan. 10, with the Senate.

An extremely pessimistic view of the building situation was expressed by Chas. S. Keith of Kansas City, Mo., president of the Southern Pine Association. He said that in his judgment we would see no revival in building and very little improvement in the general business situation until next fall. Improvement will not begin, he believed, until after March 4, when the Republican administration takes charge in Washington and begins to do away with "unwarranted governmental interference with business" and "rotten taxation" methods. It will take several months to work out these improvements, he said, and it will be in the autumn before the result of these reforms begin to be evidenced in improved business conditions.

Others of the conference, notably Wm. P. Varney of Chicago, representing the pressed brick manufacturers, took a more optimistic view, believing that building values are already on such basis as to permit safe and sound building, and that if somebody starts the ball to rolling, building operations will revive with a rush.

The resolution quoted above is only one of several adopted by the meeting, together with a number of whereases.

The hearty sympathy and concurrence of President-elect Harding in the purposes and plans of the conference of representatives of building material industries was expressed in the following letter addressed to Mr. Kirby by Mr. Harding on Jan. 11:

Warren G. Harding
Marion, Ohio

January 11, 1921.

John H. Kirby, President,

National Lumber Manufacturers' Association,
McCormick Building, Chicago, Ill.

My dear Mr. Kirby:

On Saturday last I had the pleasure of a call from John W. Blodgett, Wilson Compton and others, who explained to me the purposes of your organization in connection with the meeting of building material industries that is to be held in Chicago January 21 and 22. I was much interested in the plan to bring the industries that produce building materials into an arrangement under which there can be an early readjustment of the price basis throughout these industries, with a view to enabling early resumption of building operations in the country.

I am impressed that your plan is a practical and businesslike one, promising substantial results in the direction of solving the problems of housing and of unemployment. Of course, such an effort, in order to achieve the fullest success, must include a considerable group of industries, whose products enter into building operations. Different building materials compete with one another and therefore in fairness to all of them it would be necessary to effect approximately a uniform measure of price readjustment. I am convinced that if the lumbermen find such a program feasible other industries which produce building materials would serve both themselves and the country by giving support to it.

It is particularly gratifying to find the representatives of so important a line of industries undertaking on their own initiative, and without appeal for government help, to deal with such a problem. It seems to me that in calling the conference for January 21 and 22 you are going about this matter in the businesslike fashion that the country is entitled to expect from its men of large affairs. Your proposal will undoubtedly encourage an early resumption of building activities.

An effort of this kind, while immediately involving only one set of related industries, would, of course, have a reflex influence upon every other line of business. I very much hope that your convention will be able to develop a workable plan. If you gentlemen shall prove that this is possible, it can not be unreasonable to hope that other industrial groups may undertake similar efforts. I am therefore moved to write you of my earnest hope that success may attend your efforts.

Most sincerely yours,

[Signed] WARREN G. HARDING.

Little Furniture Bought in Grand Rapids

Plenty of Buyers Visited Market but They Failed to Respond to 15 Per Cent Cut in Prices

Furniture was not sold in the January market either in Grand Rapids or elsewhere in sufficient quantity to warrant any great amount of optimism in the immediate future.

The Grand Rapids market found on exhibition the largest number of lines in its history. Every inch of space in the six buildings, as well as the factory show-rooms, was occupied, and many store windows were utilized for exhibition purposes, while a considerable number who desired to exhibit were unable to secure any sort of space in which to show their lines.

The lines this season, too, constituted an almost new and unfamiliar spectacle, for every manufacturer, apparently realizing that the buyer must be tempted, had brought out new designs of rare and unusual beauty until even the oldest buyers were forced to spend a day or so just looking.

Prices had been cut on an average of fifteen per cent in all lines in the hope that this would serve to tempt the buyer. All these conditions did bring buyers to Grand Rapids, but it failed to tempt them to buy liberally. The total number of buyers registered in the Grand Rapids market was at its close, January 22, about 1,700, which is but little short of the number who came a year ago, and far ahead of any records established prior to the great rushes immediately following the armistice. But they did not buy. A rather careful survey of the condition shows that the average manufacturer took only enough orders in the January market to run his factory for two weeks, and mighty few of them will start up for so short a run unless the salesmen who are already out upon the road can hold out promises of sufficient business to keep the plants in operation a considerably longer period.

As showing the present condition of the future manufacturing business, the results of a questionnaire sent out by the National Alliance of Case Goods Manufacturers late in December becomes interesting. This questionnaire showed the following:

Replies to questionnaire received from 137 case goods manufacturers.

Eighty per cent of them were not operating their factories at all.

About forty-four per cent hoped to start up again in January.

Eight per cent thought it likely they would be able to start about February 1.

Thirty per cent declared they would not attempt to operate until orders justified and gave promise of continuous operation.

Those who expected to start operations in January indicated that they did not expect to run more than forty-

four hours a week and with not more than seventy-two per cent of their normal number of men.

It is figured out that all this means that case goods will not be produced on a basis of more than about fifty-three per cent of normal output.

That questionnaire was sent out before the January market opened and at a time when manufacturers believed that while the market would be much more quiet than during the last four seasons, it would still show a liberal ordering of merchandise. The replies were sent when holiday sales had been rather surprisingly good and manufacturers were led to believe that dealers' stocks would be low and that there would be considerable although careful buying.

The first week of the market saw in round numbers 1,000 buyers in Grand Rapids, but while they came and looked and looked, very few indeed of them could be enticed to allow a salesman to get out his pencil and order blank and when they did it was a very small fill in order.

Eastern buyers came with the avowed intention of "breaking" the market. They looked at the new designs with interest but at the price tags scornfully. Almost without exception they frankly told the manufacturers that a fifteen per cent reduction in the price of furniture was not sufficient to entice the buying public, which in the last four months had been educated to "one-third off" and "one-half off" and all that sort of thing, which may be found in every newspaper and in almost every store window. They held that the woman who could buy in the department stores at fifty per cent of what she had been paying could not be induced to buy furniture at a reduction of but fifteen per cent, and they further declared that customers were asking when they saw a furniture suite that pleased them, "How much has that been reduced?" and the fifteen per cent reply proved entirely unattractive.

While the buyers were insisting that the manufacturer must cut his prices, the manufacturer was persistently asking on what basis he might be expected to make further reduction. It was quite customary for the buyer then to reply that the price of lumber, glass and other raw material had been decidedly reduced, and that the fifteen per cent which the manufacture had cut from his former price was not in proportion.

The manufacturer customarily replied that in high grade furniture lumber and other raw material constituted but a small proportion of the cost of furniture, that labor constitutes the bulk of that cost and asked if it was the desire of the dealer that the manufacturer should make a sharp cut in the wage schedule. Almost without exception the dealer loudly protested against a great cut in

wages, although he maintained that labor must swallow some of the losses of the readjustment period just as the dealer and the manufacturer, the lumberman and all the rest have been and are now doing.

The manufacturer, too, customarily declared it his belief that lumber had about reached the bottom and that a rise was more to be expected than a further drop. But all arguments failed utterly to convince the dealer that the price of furniture had been placed as low as it should and consequently he refused to buy.

The discussion seemed to have some effect, however, in the second week of the market. The big convention of the Retail Furniture Association of the United States was held in Chicago in that week and from that convention came the word that it would be wise to "buy conservatively—sanely—cautiously—but now." President John L. Young warned of the possibility of an advance in prices if buying were delayed to the point of creating an abnormal demand later and this seemed to have a little effect. News of the reopening of numerous industries throughout the country and of the success of the holiday trade and some early January sales had some effect, but altogether it was not sufficient to give the manufacturer any cause for cheering.

The third week found another slump, so that the market could hardly be called at all satisfactory from the manufacturer's standpoint.

This is what the dealers seemed to be doing and what many of them said they were doing:

Many of them have on hand now considerable stocks of the high-priced merchandise bought in the early part of last year. They must take a loss on that. They came to Grand Rapids and took note of the new prices, then went back to the stores and marked down their stocks on the basis of the replacement values. February sales will throw these stocks on the market at the reduced prices. If the public buys them, and the dealers are thus able to unload, they will, in turn, buy from the manufacturer to replace their stocks. If the February sales fail, the future of the furniture industry is not bright.

There is, in spite of this condition, a general feeling among both manufacturers, salesmen and dealers that the year as a whole will be a most prosperous one. In spite of present lack of order placing there is a generally optimistic opinion among all concerned. The difference of opinion lies in when these improved conditions may be expected. The manufacturer has said business will pick up in March and April. The dealer has said, "I don't know when it will come but it will come." And in this frame of mind the dealer is inclined first to unload what he already has in stock and next to see that first dollar roll across his threshold before he starts sending one out in the mails.

Grand Rapids furniture factories, and they are typical of those elsewhere, are practically closed. A few are running part time, three days a week and with part crews. A few are running certain portions of their plants, but from business secured in the market there is no present

expectation of an early resumption of business. The salesmen are going out upon the road at once and if they can produce something may happen. If they fail to do any better on the road than they did in the market the furniture factories are due for a prolonged shut down.

Manufacturers have swallowed their losses. They are today offering their merchandise at an average reduction of fifteen per cent when most of that product is made up of material which can now be purchased for one-half or even less than what they actually paid for it. Many of them still have considerable supplies of high-priced lumber in their yards, which represents a real loss to them, and they are not disposed to yield to the demands of the dealers that they make still further reductions in prices. On the other hand, some manufacturers are disposed to charge that dealers made abnormal profits during the great rush for furniture, and that it is up to them to make the further reduction if one is needed in order to entice the public to buy.

The great hope of all lies in the expected resumption of building operations, for with the present well known shortage of homes it is the belief that the opening of spring and the increased building, due to lower prices on building material and labor, will create a demand for furniture which will bring about the resumption of furniture making which right now is at a standstill.

Chicago Market Continues Slothful

With the exception of one line, in which there has really been an astonishing business, only a comparatively small amount of buying developed on the January Chicago furniture market between the first and latter part of the third week of the market.

The one line excepted, Showers Brothers, had booked up to Wednesday, Jan. 19, over \$2,000,000 worth of business in bedroom suites. The bookings of this concern have furnished the sensation of the market. Buyers have been pouring into this exhibit, "1319" Michigan avenue, keeping every order book busy, while other exhibitors have been getting only a sprinkle of buyers.

This situation is attributed to the fact that Showers Brothers is probably offering the lowest priced line of its kind on the market. It appears that price is the ruling factor of the present market; that is, that quality is not so much in demand as a low price. The more expensive lines, which were rushed during the period of frantic buying, now past, are receiving only indifferent attention.

Showers Brothers market gum and oak suites, as one of their salesmen explained, "for the masses." Their gum suites are finished in walnut and mahogany stains in adaptations of period designs. These are said to be of values highly attractive to the class of trade which does not care for, nor can afford, expensive pieces of furniture.

The two million dollars' worth of business booked by Showers Brothers is approximately one-fifth of the estimated annual capacity of the company's plants. This

(Continued on page 34)



USE AMERICAN WALNUT OF CHARACTER

Quality and color in walnut are not accidents. The name "Purcell" in walnut manufacture has long signified the widest selection of raw material and the best manufacturing processes, assurance of consistent color and quality.

All grades and thicknesses backed by guaranteed inspection and prompt shipments.

Frank Purcell Walnut Lumber Co.

KANSAS CITY

KANSAS



PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

THE NAME TO GO BY WHEN YOU GO TO BUY

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, IND.

(Continued from page 32)

annual capacity is said to be from 10 to 12 millions in money value and about 500,000 pieces.

The lines of more expensive furniture booked many small orders following the meeting of the National Retail Furniture Dealers' Association, at which the president of the organization advised the dealers that they should buy to fill their normal needs, and not starve their stocks. However, the buying has been very conservative and is likened to the sloth that prevailed on the January market that followed the signing of the Armistice. It is hardly necessary to say, further, that the progress of buying is in striking contrast to the January, 1920, market. Then the buying-mad dealers were rushing the manufacturers off their feet, and instead of the manufacturer having to wait patiently in his exhibit for the occasional buyer to stroll in, as is now the situation, the buyer had to get in line and wait patiently for his turn at the order book. On the January, 1920, market a number of manufacturers sold up to plant capacity in a few days, merely from photographs, having previously sold their samples.

A number of the exhibitors at "1319" did sufficient business after the first week of the market to warrant speeding up in their operations. The Nieman Table Company announced that during the second week of the sale they speeded their operations up to 75 per cent of normal and expected to book enough business before the close of the market to warrant full time.

According to all available information the manufacturers exhibiting in Chicago held steadily to the prices with which they entered the market and did not yield to the pressure of slow buying. Some of them claimed that the rush on Showers Brothers was occasioned by a slash in prices of as high as $\frac{1}{3}$ per cent. But Showers Brothers' prices of as high as $33\frac{1}{3}$ per cent. But Showers Brothers' salesmen denied that any such cut was made. According to the statement of the salesmen, their lines were placed on the market at prices showing a reduction over the last market of about 15 per cent. This, they said, was an exceedingly attractive list because of the fact that Showers Brothers' prices had been increased comparatively little during the period of skyrocketing prices.

One feature of the market was the almost total lack of buying by the jobbers, who are said to have large stocks of furniture in warehouse.

It is generally believed by the furniture people that more road business will be developed in February than was secured at the exhibits in January.

It appears that the manufacturers of furniture are determined to regulate their operations by the volume of goods sold and that unless their salesmen do develop good business in their territories operations will continue to be largely under curtailment. A questionnaire recently sent out by Secretary Brown of the Case Goods Alliance revealed that 80 per cent of the 137 factories reporting were closed.



*Lumber Log Yard Showing Large
Traveling Derrick*

A Perfect Organization

A man is most skilled in that part in which he has been trained. So in manufacturing our hardwood lumber and veneers we first select the precise character of logs which will make the best finished product, and then divert each class of logs to a mill designed for a specific purpose.

We have four band mills and three veneer mills manufacturing the highest quality obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced, rotary cut walnut veneers, rotary cut yellow poplar crossbanding, and a general line of high-grade southern hardwoods. This product is supplied by a service complete in all its details.

WOOD-MOSAIC COMPANY, Inc.
LOUISVILLE, KENTUCKY



General View of Sawmill, Dry Kilns and Lumber Yards, Louisville Plant

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

Review of January Furniture Markets

By Wm. B. Baker

Secretary of National Association of Chair Manufacturers

Last week closed the Grand Rapids exhibits of furniture and practically wound up business in the Chicago market. Business in both cities improved considerably the second and third weeks over that experienced the initial week. In no case were orders of satisfactory amount but disposition shown to buy what was actually needed created a much better feeling on the part of the manufacturers and inspired an optimism which was lacking at the end of the first week.

Frequent instances occurred where buyers visited the exhibits, made notations of prices and departed without leaving an order. It was apparent that the retailers in great numbers had not closed their books for 1920 and were examining the lines to ascertain prices for goods which they had in their retail stores and then returned home and inventoried such stock based on replacement value. In addition to that, they in many cases sent in orders to the factories for such items as they needed.

The feeling exists generally that retail stocks will be offered at very marked reductions and that the February sales in the larger cities will move considerable merchandise off the floors of the retail stores. If that condition actually takes place the salesmen from furniture factories when calling upon their trade in February will book a fair

amount of business. The most optimistic among the producers of furniture base their expectations upon a light business the first half of this year and are prepared to suffer a loss for that length of time. Fall business will undoubtedly take up the slack of the first six months and the year will close about on an even break so far as earnings are concerned.

There seems to be little change in design or kinds of wood used in this market over the preceding one of last July. Oak is being shown in less ratio to other woods with gum and walnut gaining in proportion.

While the bulk of furniture manufacturers have been operating on short time or have been entirely shut down for varying periods covering the past three months, a desire is now noticeable for a resumption of operations despite the lack of business to justify going ahead at full steam pressure. Stocks are very low with the factories and even a moderate amount of general demand will soon exhaust stocks of finished furniture with the producer. Naturally as furniture factories resume operation they will of necessity be in the market for lumber on a steadily increasing basis.

The furniture industry is now passing through one of

(Continued on page 40)

THE WILLIAMSON VENEER COMPANY



MILLS
Baltimore, Md.

MANUFACTURERS & MERCHANTS OF
FINE VENEERS IN WALNUT BUTTS • MA-
HOGANY • LONG WALNUT • BURLS • POPLAR •
OAK & OTHER FANCY & PLAIN WOODS.

Branch Offices & Sample-Rooms:

NEW YORK CITY ~ 41st St. & 6th Ave.

CHICAGO, ILL. ~ 28 E. Jackson Bl'vd.

JAMESTOWN, N.Y. ~ 107 W. 2^d St.

 HIGH POINT, N.C. 

Are Prices on Veneers and Plywood Going Any Lower?

It is our opinion that sound merchandising will not permit any further reductions.

TIMBER. Oak, Poplar and Gum Logs are obtainable at less prices and various items of Rotary Cut, Sliced and Sawed Veneers are being offered on basis of these reduced replacement prices of timber. Walnut logs, suitable for veneers, are holding their own. Very few Mahogany veneer logs are offered for sale on any of the leading markets, and only at very firm prices. Logging conditions obtaining abroad indicate that there is little or no prospect of good Mahogany veneers costing any less.

PLYWOOD. Chestnut and Gum lumber, which are generally used for cores, are being offered at reduced prices for immediate shipment. It is the consensus of opinion among lumbermen that the lowest level has been reached on lumber prices, and that some items are now being sold at less than actual cost of production. A

large number of lumber mills are shut down, and there is very little production; therefore, it seems reasonable to assume that with anything like a normal return of business, there will be a lumber shortage, and with the present available supply limited, prices are bound to advance. This same argument can also be applied to Rotary Cut and other items of veneers.

GLUE. Vegetable and joint glues for plywood remain the same.

FREIGHT RATES. The rates in effect on logs and other raw materials are fixed, and there is no possibility that they will be reduced.

WAGES. Wages in the veneer, furniture and other woodworking industries are not likely to be reduced, as it is generally known that the scale prevailing in these lines has been lower in comparison to other lines of industry. Wages must remain about the same to prevent desertion from the wood-working lines.

The Prices We Quote Are Right

Buy Now

THE LOUISVILLE VENEER MILLS

MANUFACTURERS VENEER AND PLYWOOD SINCE 1889

LOUISVILLE, KENTUCKY

ESTABLISHED 1867



INCORPORATED 1904

HOFFMAN BROS. Co.

VENEERS

HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

△ △ △

STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak

Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Bet-
ter *dry* and ready to ship.

3/8", 1/2", 5/8", 4/4" American Walnut, Common and
Better, *dry* and ready to ship.

*Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and
other Northern Hardwoods*

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

(Continued from page 36)

those phases of transition wherein cost conditions are being given little consideration in the formulating of merchandising policies due to a recognition of the popular demand for reduction in price, coupled with the desire to secure orders and permit of factory operation. Due to the fact that there are many new concerns which have recently entered the field of furniture manufacture there is wide variation in the prices asked for items of similar character. There is no question but that many furniture factories will take on business at figures which are less than cost of production. It is therefore safe to predict that many concerns who made a splendid showing of earnings (which earnings are not in the cash drawer or bank) the past year and a half will be greatly embarrassed as this season advances. The well established manufacturers will have to take a loss during the early part of this year, but they are in position to gain ultimately—largely due to the fact that there will be a considerable number of units in the furniture manufacturing field which will cease to exist as such, hence this is a feature that should be carefully considered by anyone soliciting business this year from furniture manufacturers.

While no concerted action has been taken relative to signed orders, still the time is most propitious for the furniture industry to define its position relative to cancellations and to protect its interests against a condition experienced the latter half of 1920 by instituting a signed order which obligates both parties and removes an opportunity for overbuying and cancellation later.

Plans are well advanced for the establishment by the Furniture Industry of a Publicity Campaign which will inform the public of the essentialness of furniture. This work will be conducted by the Furniture Publicity Bureau and will, when in operation, be a means of dovetailing the interest of publicity energies of the lumber and allied sources of supplies upon which the furniture industry is dependent and must recognize as its background.

The Walnuts of Mexico

From time to time stories are told of the Walnuts of Mexico and the possibility of securing a large amount of Walnut lumber or logs from that source should conditions ever become stable enough to warrant operations.

The National Herbarium at Washington recently has published a monograph of the trees and shrubs of Mexico which contains authentic information in regard to the Walnut of Mexico.

From this book we learn that "Juglans regia," the tree that grows the "English" walnuts of commerce, is also cultivated in Mexico. The same species is planted in California and Florida for its nuts. We find the same species growing in England, France and Italy, the wood of which is known as English, French, or Italian Walnut. When you see Walnut wood in this country called English, French or Italian, it is invariably our well-known native Walnut, known in the tree as Black Walnut and in the lumber as American Walnut, given the finish used in the above countries.

Strange to say, the "English" Walnut mentioned as cultivated in Mexico is the same species that produces the "Circassian" Walnut, quite popular in this country a few years ago as a veneer wood. It grows scattering as a small stunted tree in the Balkans and in Asia Minor. In Mexico the English Walnut is known as "Nogal" ("Nuez, grande") "Nuez de Costilla."

In addition to the cultivated "English" Walnut Mexico has four well defined native species of Walnut. One of these, however, is a shrub known locally as "Nogal," which never attains sufficient size to be commercially important. It grows in Coahuila and Chihuahua and the wood is reported to be weak in comparison with American Walnut.

Another species is found in Chihuahua and Durango. It attains a height of fifty feet and a diameter of four feet although the trunk is usually so short as not to be of commercial value. This tree is called "Nogal silvestre." Its wood is rather coarse grained and weak.

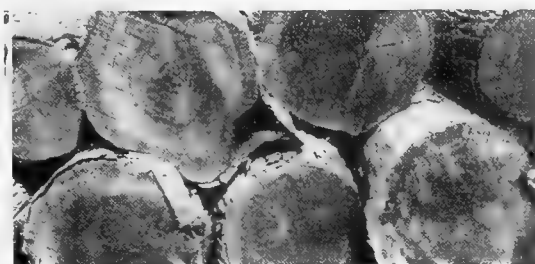
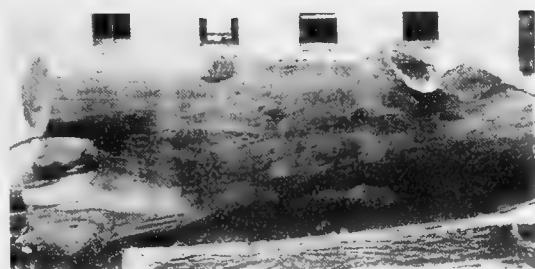
The third species of Walnut in Mexico, about which very little is known, is one found in Vera Cruz. It is very similar if not the same as the next species we shall mention. A botanical explorer records of this tree that "the leaves are thrown in water to stupefy fish."

The fourth species of Mexican Walnut is found in Nuevo Leon and San Luis Potosi. It is a small or medium sized tree with a maximum height of fifty to sixty feet and a maximum diameter of three feet. This is the species usually referred to when Mexican Walnut is mentioned. It is known locally as "Nogal" and "Nuez Mecca." The wood of this tree approaches that of our native American Walnut in quality and is used locally as lumber in a small way and is also used for bowls, tubs and other articles. The natives also use the husks of the nuts for dyes and the leaves are heated and applied as a relief for rheumatism.

There seems to be little possibility that Walnut can be imported from Mexico, at least for many years to come. The quantity of merchantable Walnut available is of course unknown at this time but it is very doubtful that desirable Walnut timber will be found in any quantity. Even though it were to be found its availability would be greatly restricted by the fact that it does not grow near the coast as does mahogany. The cost of rail transportation to the coast or by rail to the United States via Texas would make its cost prohibitive.

We have no definite figures on the quality of the wood of the Mexican Walnuts but such information as we do have indicates that the wood is inferior to American in strength, is defective, and is lacking in the rich grain and figure found in American Walnut.

It seems, therefore, that the cabinet maker must continue to look to the United States as a source of Walnut supply, the exact qualities of which no other wood seems to possess.



American Walnut Made on Honor

Located for forty years in the center of the richest walnut region in America, our entire effort has always been to operate as honestly as nature grew the logs we use. A truly clean reputation for quality product has been built through constant personal attention to the selection of logs and the manufacturing and marketing of the out-put. Langton American walnut has long been the ideal of discriminating furniture and interior finish manufacturers to whom we cater exclusively for the very best American walnut lumber and dimension stock.

LANGTON LUMBER CO.

PEKIN

ILLINOIS



Strength of Organization Is a Guarantee of Product

UNLIMITED buying power guarantees raw material. A long experience exclusively in walnut manufacture, with resulting perfection of organization; careful attention to details and representation at your factory by established and experienced men, is a combined assurance of both quality and delivery of your walnut veneers—when you buy from Pickrel.

*A reserve of from five to seven million
feet of well-balanced stock always on hand*

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

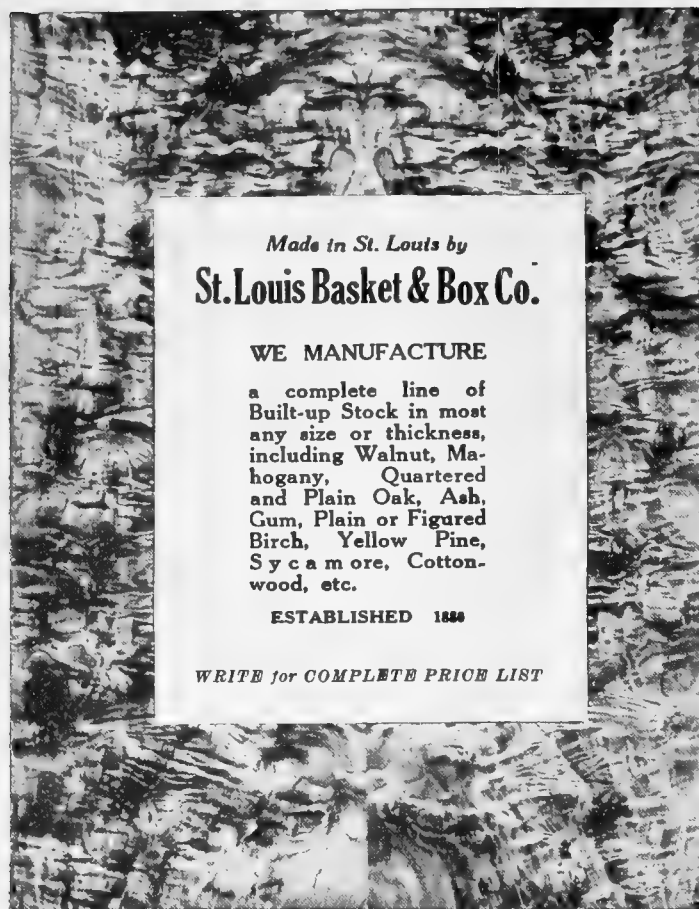
AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1884

WRITE for COMPLETE PRICE LIST

Walnut Manufacturers to Continue Publicity

The annual meeting of the American Walnut Manufacturers Association was held at the Association offices in Chicago on Thursday, January 20. The point of principal importance is the decision to continue publicity in behalf of walnut. The decision was based on the very satisfactory record made by the campaign during the past years. Members were much gratified by the apparent public interest in walnut as manifested directly through the increasing showing of walnut goods at the furniture market at Grand Rapids and Chicago. The efforts of the Association to increase interest in walnut have centered largely about the necessity for convincing the public that the walnut supply is adequate to meet present and future requirements. Already the growing call for walnut furniture has resulted in quite extensive installation of walnut interiors in pretentious public buildings of all kinds.

The following officers were elected for the coming year:

President, L. C. Moschel, Langton Lumber Co., Pekin, Ill.

Vice President, V. L. Clark, Des Moines Saw Mill Co., Des Moines, Iowa.

Treasurer, H. B. Sale, Hoffman Bros. Co., Fort Wayne, Ind.

Secretary-Manager, George N. Lamb, Chicago, Ill.

Relative Merits of Thick and Thin Veneer Stock

In the interest of one of its readers, Hardwood Record published in the Dec. 25 issue a suggestion for a discussion by the trade of the relative merits of veneer thick-

SERVICE

QUALITY

Buy Direct from the Manufacturer

VENEERS

Mahogany Oak Walnut

The Dean - Spicker Co.

22nd St. and So. Crawford Ave., Chicago, Ill.

nesses in built-up stock, such as the panels of veneered doors. The first reply to this suggestion comes from Forest Products Laboratory at Madison, Wis. It is as follows:

"It is true that thick layers of wood when glued to each other with the grain of adjacent plies at right angles, as in plywood, do develop greater stresses upon glue joints than thin veneers with a given change in moisture content. This has been shown very clearly in connection with the manufacture and testing of water resistant plywood for aircraft purposes. With an increase in the thickness of the veneer it becomes more difficult to manufacture plywood that will withstand severe water resistant tests. With good gluing methods 1/16 inch veneer and less can be made to pass very severe tests, while with 1/12 inch material a large percentage of failures usually occur, and with still thicker stock it is even more difficult to obtain highly water-resistant panels. With the thick veneer the stresses become so great that the glue joint is often ruptured. These statements pertain to plywood made from veneer of low moisture content and with water-resistant glues.

"The thickness of the veneer along with other factors determine the rate of change in moisture content which is largely responsible for the permanency of the glue joint. The total percentage of change in the moisture content is, of course, also important. The thicker veneer, such as 1/4 inch is claimed by some manufacturers to keep out the moisture from the glue joint. While this tendency doubtless exists to some extent, it applies only within certain limits. The moisture content of a veneer 1/4 inch thick does not change as quickly as one 1/8 inch and less; however, if exposed for long enough time to a constant set of conditions, the 1/4 inch will eventually come to the same moisture content as the thinner veneer and will then exert a very much greater force on the glue joint. For

short periods of exposure to changed conditions there may be some foundation for the statement that the thicker veneer is less affected.

There are, of course, a number of angles from which this question may be discussed. We believe, however, that the door industry might well consider the adoption of thinner veneers for faces than they are now using. This opinion is based both upon the experiments that have been conducted here and upon the general practice of veneering in other lines of wood work.

Very truly yours,

(Signed) GEO. M. HUNT, In charge.

Section of Wood Preservation.

By T. R. Truax, Wood Technologist

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.

MUNISING, MICH.



Feeding Wide Gum Veneer into one of the two

COE DRYERS

in the Plant of Nickey Brothers, Inc., at Memphis, Tennessee.

The results which they obtained from the first machine resulted in an unsolicited order for a second Coe Dryer the same year.

It is noted for:

Its satisfactory service; its labor saving; the high quality of its product

THE COE MANUFACTURING COMPANY

PAINEVILLE, OHIO, U. S. A.

We build all the machinery for a Veneer Plant

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

VENEERS AND PANELS

BIRCH
PLAIN OAK

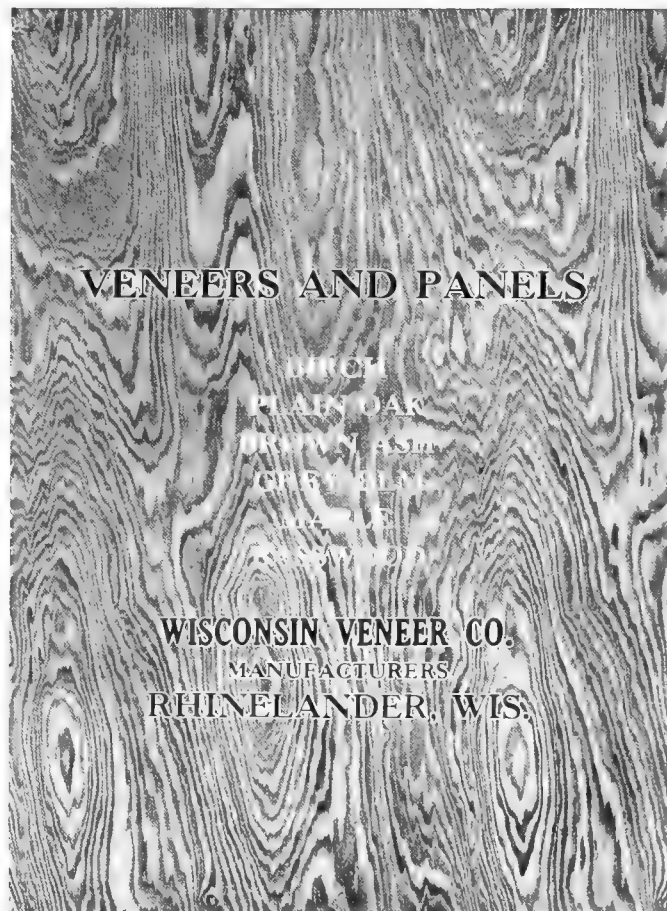
BROWN ASH
GREEN MAPLE

WALNUT
SWEET GUM

WISCONSIN VENEER CO.

MANUFACTURERS

RHINELANDER, WIS.



AAA-1

EVANSVILLE VENEER COMPANY

has a reputation and financial worth that guarantee satisfaction.

We give attention to the little details that make a perfect product, a dependable service and a satisfactory veneer connection that will function with your organization.

Our organization is large enough that we meet the conditions and give you absolute protection against changes.

The quality of our veneer is above question, and our line consists of

QUARTERED OAK

SLICED WALNUT

FIGURED RED GUM

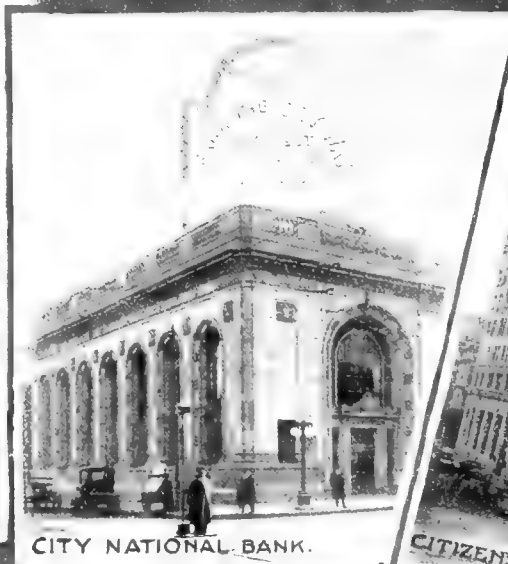
ROTARY PLAIN WHITE OAK
AND GUM

We carry large stocks ready for quick LCL shipments.

A GROUP OF
EVANSVILLE
BANKS

THE
Evansville Veneer Co.

VENEERS.
EVANSVILLE, IND.



CITY NATIONAL BANK.



CITIZENS NATIONAL BANK.

Manufacturers of SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

Pertinent Information

Duty on Maple Lumber Shipped from Canada to the United States

Members will recall that in January of this year we issued a bulletin covering a ruling by the United States Treasury Department imposing a duty of 10 per cent ad valorem on maple lumber imported to the United States from Canada. Paragraph 169 of the Tariff Act of 1913 imposes a 10 per cent duty on "cabinet wood," and the Treasury Department has classified maple as a cabinet wood, except when manufactured into flooring or when invoiced at \$10 per thousand. The Treasury Department ruled that the scarcity of other cabinet woods justifies the classification of maple as a "cabinet wood."

Since that time some protests have been filed and the board of general appraisers by ruling No. 43873 on protest No. 933672, etc., of W. H. Allison & Company and others has ruled that on the record presented maple lumber was held free of duty.

The Treasury Department will probably appeal from this ruling, which puts maple in the free class, and in the meantime the department will levy a duty on maple shipments coming into the United States from Canada, taking the position that if maple is finally declared free claims must be filed by protestants for duties to be refunded.

We are also informed that the Treasury Department has classified beech as a "cabinet wood," and will levy a duty on shipments of beech from Canada to the United States on the same basis as duties are collected on maple.

The Treasury Department has sixty days from Nov. 10 within which to appeal from the board of appraisers' ruling.

Yours very truly,

(Signed) W. W. SCHUPNER.

Department Manager, National Wholesale Lumber Dealers' Association.

Pacific Coast Loggers Cut Wages

By a vote of 15 to 9, the board of directors of the Loyal Legion of Loggers and Lumbermen for Oregon, at a meeting in Portland, Ore., on Dec. 20, voted to cut the minimum wage of the workmen of the legion 80 cents a day. The new minimum wage will be \$3.60 a day.

November Exports Are Good

The statement of exports of lumber and logs from Baltimore last November, which was given out at the Custom House here last week, shows up quite well, especially in comparison with the same month for 1919, with a total declared value of not less than \$321,667, against only \$92,695 for November, 1919. With the exception of oak and hardwood boards, and "other manufactures of woods," the items on the list are generally small, though a considerable diversity of shipments is shown. It is again to be noted that the declared value of the forwardings last November is far in excess of November, 1919, the 551,000 feet of oak boards shipped last November, for instance, being worth \$73,460, while the 624,000 feet exported in November, 1919, are entered at not more than \$38,443. The 654,000 feet of hardwood boards exported last November figure in the exhibit with at \$144,437, while the 350,000 feet shipped in the same month of 1919 are valued at only \$29,731.

Carriers Will Equalize Rates

C. A. New, assistant secretary of the Southern Hardwood Traffic Association, who has returned from Chicago where he attended a conference January 15, between W. T. Hardie, director of traffic of the Interstate Commerce Commission, and representatives of the carriers and shippers, reports that the carriers have agreed to take the necessary steps to restore the equalization, in the matter of combination rates, that existed between the Thebes gateway and the East St. Louis gateway. It would appear that, in the general advance in rates August 26, 1920, combinations via the Thebes gateway were made higher than those through the East St. Louis gateway, with the result that shippers of hardwood lumber and forest products have been deprived of the use of the former to a large degree. The conference was called for the specific purpose of dealing with this situation.

Mr. New also stated, on his return, that the carriers were showing a disposition to co-operate with the association in its efforts to secure publication of through rates before present combination rates are withdrawn. The Interstate Commerce Commission has given the carriers permission to withdraw present combinations June 1, 1921, and has made it incumbent upon shippers to apply to the publishing agents of the carriers for publication of through rates before that time wherever combinations are now being used in making rates. The association does not believe that it will be physically possible for the carriers to publish through rates, in lieu of present combinations, in all instances before that date and it is very much gratified over the evident disposition of the carriers to continue the combination rates in effect until such times as the through rates may be published.

Score another victory for the Southern Hardwood Traffic Association.

It has secured a ruling from the Interstate Commerce Commission that the Missouri Pacific system is not entitled to charge \$135 for train-service for log loading on its lines for an eight-hour day, and it is now making an effort to secure an order from that body for the restoration of the old rate of \$100 a day which was in effect prior to the general advance in rates August 26, 1920, with a provision that the old rate will be retroactive to the date the new one became effective. The officials of the Missouri Pacific system, it appears, advanced their rates for this specific service on the theory that they had a right to make such advance in the light of the general advances granted by the commission. The commission holds that it exceeded its authority in putting the higher charges into effect.

The decision is of decided import to manufacturers of hardwood lumber having timber land holdings served by the Missouri Pacific system as the advance amounted to thirty-five per cent for train service.

Clubs and Associations

Memphis Club President Names Committees

J. H. Hines, newly elected president and all the other newly-chosen officers of the Lumbermen's Club of Memphis were inducted at the first meeting of the year held at the Hotel Gayoso, Saturday, January 8. The retiring officers made their annual reports while President Hines announced the appointment of standing committees for the year and briefly outlined the policies of the new administration.

Two new committees are created, one on "news and everything" and the other on "publicity." Furthermore, the "river and rail" committee is to be succeeded by the "traffic" committee. It will be recalled by readers of *HARDWOOD RECORD* that the old river and rail committee of the club is the father of the present Southern Hardwood Traffic Association. With the launching of the latter, there has been comparatively little for the river and rail committee to do, as its functions have been largely absorbed by its offspring. It is therefore regarded as a step in the direction of efficiency and better service to have the association look after rate and transportation matters for the club and this will be accomplished with J. H. Townshend, secretary-manager of the association, as chairman of the traffic committee. The full list of standing committees is given herewith:

Traffic: J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, chairman; B. F. McCamie, F. R. Gadd, Paul Rush and C. M. Green.

News and Everything: Earl Palmer, chairman.

Membership: E. L. McLallen, chairman; J. F. Menges, D. S. Watrous, R. H. Welsh and E. A. Neely.

Law and Insurance: George C. Ehemann, chairman; O. M. Krebs, T. E. Sledge, J. E. Thomas and L. H. Pope.

Arbitration: Frank B. Robertson, chairman; Tom Welsh and George McSweeney.

Entertainment: H. J. Richards, chairman; Robert Stimson, Frank Conkling, F. E. Stonebraker and J. R. McFadden.

House: R. H. Goodspeed, chairman; C. C. Dickinson, W. C. Bonner, T. E. Jones and H. B. Weiss.

Resolutions: S. B. Anderson, chairman; W. H. Dick, S. C. Major, John M. Pritchard and W. V. Fant.

Publicity: J. S. Williford, chairman.

Four new members were elected while three applications for membership were filed by the proper committee.

The report of the old membership committee showed that sixty-three new members had been received during 1920, that eighteen had been lost through resignations, business changes or death, and that the net gain had been forty-five, the largest in the history of this organization for any single year. The total membership was shown to be 264-250 active and fourteen associate—the largest in the annals of this body.

The report of the secretary-treasurer indicated that more than \$1,000 in cash was turned over to the new administration, with all debts paid.

The retiring entertainment committee reported that the average attendance at all meetings held during the year had been ninety-one, the largest ever attained in the history of this organization.

Baltimore Committees Announced

President W. Hunter Edwards of the Baltimore Lumber Exchange has announced the standing committees for the current year, and acceptances have been received from those named. The list is as follows:

Arbitration and Grievance: Lewis Dill, Lewis Dill & Co., chairman; Theodore Mottu, Theo. Mottu & Co.; H. Rowland Clapp, Baltimore Box & Shook Company; John J. Kidd, Kidd & Buckingham Company; F. A. Ascherfeld, James Lumber Company.

Legislation and Transportation: P. M. Womble, chairman; Rufus K. Goodenow, Canton Box Company; George E. Waters, George E. Waters & Co.; Lewis Dill and William M. Burgan.

Inspection: Ridgeway Merryman, chairman; F. A. Ascherfeld, William M. Burgan.

Hardwood Inspection: Daniel MacLea, MacLea Lumber Company, chairman; John L. Alcock, John L. Alcock & Co., and John J. Kidd.

Membership: George E. Waters, chairman; Theodore Mottu and P. M. Womble.

House: Rufus K. Goodenow, chairman; H. R. Clapp and Henry D. Louis.

National Trustees to Meet

J. W. McClure, president of the National Wholesale Lumber Dealers Association has called a meeting of the Board of Trustees to be held at association headquarters, 66 Broadway, New York, Jan. 26, with a meeting of the Executive Committee on the preceding day, the 25th. This is to be a very important meeting, and in addition to other matters of interest to the members, the time and place of the 29th annual meeting of the association will be decided by the board on the 26th. Secretary Schupner states that invitations have been extended to the association to meet in a number of cities all over the country.

There will be interesting reports from the Committee on Legislation in connection with the bill introduced by Congressman Wood providing for a Centralized Purchasing Agency; from the Railroad and Transportation Committee on several matters referred to it including the Water Competitive Rate Case hearing which was held in Washington last week; from the Committee on Forestry in connection with its study of the bill introduced into Congress seeking a Comprehensive National Forestry Policy. The Committee on Arbitration which initiated the matter of Inter-Association Arbitration will report as to progress made in that respect and the Committee on Terms of Sale will refer to the matter of Uniform Order Blank, Sales Code etc., which is being considered as a result of the Columbus conference last October.

The Association is also taking an active part in the Taxation Plan recommended by the Chamber of Commerce of the United States and will be represented at the Housing Conference to be held in Washington the 27th and 28th.

American Wholesalers Will Hold Annual Convention in May

The dates and program for the annual meeting of the American Wholesale Lumber Association were discussed at a meeting of the directors of the organization in Chicago, Jan. 8. It was felt that it was advisable to have the meeting in May as near as possible one year from the date of organization. According to the by-laws, it is necessary that a technical meeting be held at the time prescribed, the second Tuesday in March, from which an adjournment shall be made to Wednesday and Thursday, May 18 and 19 for the general annual convention. This arrangement was unanimously indorsed by all present.

As to the program, J. H. Burton, president and L. R. Putman, directing manager, were instructed to consult with the directors and members and build a program as interesting, constructive and practical as possible.

Evansville Club Committees

At the last meeting of the Evansville Lumbermen's Club, which was held at the New Vendome Hotel at Evansville, Ind., on Tuesday night, Jan. 11, J. C. Greer of the J. C. Greer Lumber Company, the newly-elected president, announced the appointment of the following standing committees for the ensuing year:

Membership: Charles A. Wolfelin of the Wolfelin West Side Lumber Company, chairman; Elmer D. Luhring of the Lubwing Lumber Company and Louis Holtman.

Publicity and Resolutions: William B. Carleton, chairman; Claude Wertz of the Maley & Wertz Lumber Company and H. M. Lukens of the M. & I. Lumber Company.

River and Rail: William S. Partington of the Maley & Wertz Lumber Company, chairman; George O. Worland of the Evansville Veneer Company and John C. Keller, traffic manager of the club.

Entertainment: G. A. Bauman of the Maley & Wertz Lumber Company, chairman; J. W. Waltman of the Evansville Band Mill Company and Carl Wolfelin of the Wolfelin West Side Lumber Company.

Coöperative: Daniel Wertz of the Maley & Wertz Lumber Company, chairman; George H. Foote of the Evansville Band Mill Company and Charles A. Wolfelin of the Wolfelin West Side Lumber Company.

Secretary Partington read a letter from the Chamber of Commerce at Cairo, Ill., asking the coöperation of the local club in the fight of the Cairo lumbermen for better freight rates on lumber. The Cairo lumbermen want the combination freight rates to be on the same basis as the through rates. The matter was referred by President Greer to the river and rail committee of which Secretary Partington is chairman.

There were three visitors at the last meeting, as follows: Fred Richardson of the Grismore-Hyman Company of Memphis, Tenn.; D. C. Stimson of the J. V. Stimson & Co., Owensboro, Ky., and M. H. Welsh of the Welsh Lumber Company of Memphis, Tenn.

The next regular monthly meeting of the club will be held on Tuesday evening, Feb. 8.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

**Nationally Known for
Satisfactory Service**

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

Pennsylvania Lumbermen to Meet

Elaborate plans have been completed for the twenty-ninth annual convention of the Pennsylvania Lumbermen's Association, which will be held at the Bellevue-Stratford Hotel January 26 and 27. The first day will be devoted to report of committees, meeting of directors and various trade discussions. The second day will be an open meeting, when many vital subjects pertinent to the industry will be discussed, which will be followed by the usual luncheon. Samuel M. Vauclain, president of the Baldwin Locomotive Works, and the Hon. John S. Fisher, state banking commissioner of Pennsylvania, will address the diners. Following the luncheon the election of officers for the coming year will take place. Due to conditions, it is felt that considerable importance is attached to this convention this year, and it is expected that a record attendance will be there.

W. W. Reilly of W. W. Reilly & Bro., hardwood specialists, with headquarters at Buffalo, N. Y., stopped over in the city a few days this week on his way south. He reports trade fair in spite of existing conditions, and since the first of the year some good business has been booked.

The Keystone Manufacturing Company, with headquarters at Elkins, W. Va., has established sales offices at 427 Land Title building, Philadelphia, under the direction of H. W. Fry, who has been identified with the company for some time. This concern has recently commenced operation of a new band mill in West Virginia, and are also engaged in the manufacture of hardwood flooring, etc.

With the Trade

Crittenden Cut is Finished

The work of dismantling the band mill of the Crittenden Lumber Company and the L. H. Gage Lumber Company at Crittenden, Ark., has already begun. The big establishment blew its whistle for the last time toward the close of the week, Dec. 18, for the reason that there is no more timber in sight in that particular territory. The motive power and the log cars, as well as some other accessories, are being shipped to Bonita, La., where the Bonita Lumber Company, controlled by the same personnel as the L. H. Gage Lumber Company and the Crittenden Lumber Company, is just completing the installation of a new band mill, with a daily capacity of 45,000 feet. This company has approximately 2,000,000 feet of logs ready for removal to its new plant, and the motive power and equipment now being shipped from Crittenden to Bonita are to be used for that purpose. It is proposed to begin operations at Bonita between Jan. 15 and Feb. 1, 1921, according to F. E. Stonebraker, president of the company, who came to Memphis to attend the annual election of the Lumbermen's Club of Memphis. The company controls about 12,000 acres of hardwood timber lands in the territory tributary to Bonita. This town is located on the Iron Mountain system in the first parish in Louisiana south of the Arkansas state line.

The mill of the Crittenden Lumber Company was in almost continuous operations for a period of 21 years, and Mr. Stonebraker, who has been interested much of the time in operations there as general representative of the owning companies, says that it really "hurt his feeling" to see the mill cut out its timber and go out of commission.

Norcross Visits Knoxville

F. G. Norcross, general manager of the New River Lumber Company at Norma, Tenn., and president of the Appalachian Congress, has been in Knoxville on business, and also conferred with T. Sunderland, secretary of the Congress as to its work for the year, and settling upon a permanent office location in Knoxville, the headquarters now being in the Business Men's Club, where it may possibly remain, the Lumbermen's Club desiring that it secure rooms adjoining it if possible.

Chancery Decision Sustained in Wiggs' Suit

The supreme court of Tennessee has affirmed the decision of the chancery court of this (Shelby) county in the case of R. J. Wiggs vs. the Darnell Love Lumber Company, with headquarters at Leland, Miss. The lower court held that the plaintiff could not demand return of title to 220 shares of stock in the defendant company, which had been transferred on the books at the time he instituted his suit, but it held that he was entitled to recover title to 580 shares of stock in this company which had not been transferred at the time the suit was instituted.

Chas. G. Labbe Heads New Hardwood Company

The General Hardwood Lumber Company is the name of a new company organized and opened for business in Chicago at 19 South La Salle street on January 1. The company will deal in southern and northern hardwoods and on commission.

The happy prospects of the new concern are evidenced by the fact that its president is Chas. G. Labbe, formerly Chicago manager of the Aberdeen Lumber Company, who has had a wide and valuable experience in the hardwood industry from the stump to the trade. Mr. Labbe was for a number of years with the Gayoso Lumber Company of Memphis, and he has had considerable actual mill experience through the South.

The company has arranged to handle the output of several mills and will give its attention chiefly to southern woods from the outset. However, some northern woods will be handled.

A. W. Ekstrand, vice-president and treasurer of the company, who was formerly with the Aberdeen company in Chicago, will devote his main efforts to the trade in Chicago and vicinity.

A. T. Osmer is secretary of the company.

Scherer Company Reorganized

A reorganization, necessitated by the death last year of Philip D. Green, the principal stockholder of William C. Scherer & Co., Inc., sash and door jobbers and manufacturers, with an establishment on West Baltimore street near Fremont avenue, has been announced. Luther M. R. Willis has been elected president, with William C. Kirkley as vice-president, Richard Blanck as treasurer, William F. Smith, Jr., as secretary and Robert L. Heiser making the fifth man on the board of directors. The capital stock of the new corporation is fixed at \$200,000 in preferred and \$100,000 in common shares. Mr. Willis is a prominent attorney, while the others have all been connected with the business for years and are thoroughly familiar with the details.

The real estate, machinery, stock and material of the Pennsylvania Casket Company of West Grove, Pa., were to be sold at auction on January 18, according to an announcement published here. The building consists of a three-story stone factory equipped with power plant, elevators and other appurtenances, while the machinery was described as a modern woodworking plant, all machines being driven with direct motor. In the material was included some 200,000 feet of gum, birch, walnut, oak and other woods.

Pierson-Dole Nuptials

P. C. Pierson, who is associated with R. E. Hollowell of the Eel River Lumber Company, Spencer, Ind., recently married Mildred Dole, daughter of Mr. and Mrs. John A. Walker of Rushville.

Mr. and Mrs. Pierson spent their honeymoon in New York City and are now at home in Spencer.

"How to File a Cross-Cut Saw"

A most valuable little treatise on "How to File a Cross-Cut Saw" has just been issued by the Simonds Manufacturing Company to aid the inexperienced man or beginner who is learning to file cross-cut saws. It is expected that the booklet will be of benefit to many users of cross-cut saws, no matter whose saws they may be using. A copy will be sent free to anyone writing the company at Fitchburg, Mass.

Stevens & Jarvis Announcements

The following announcements relative to its Chicago and Milwaukee territories have been made by the Stevens & Jarvis Lumber Company, Eau Claire, Wis.: "After Jan. 3, 1921, Floyd W. Long will be manager of our Chicago office, 519 Lumber Exchange building. Mr. Long has been with us several years in the Milwaukee and eastern Wisconsin territory, and is a lumberman of long experience.

"After Jan. 10, 1921, we will be represented in your territory (Milwaukee and eastern Wisconsin) by Ed H. Mullen, 212 Turner avenue, Oconto, Wis. Mr. Mullen has been with us for several years and is an experienced lumberman."

Now in McCormick Building

J. H. P. Smith, Chicago sales manager for W. P. Brown & Sons Lumber Company, Louisville, Ky., now has an office at 1051 McCormick building. Mr. Smith's telephone numbers are Harrison 6942 and 6943.

Woodworkers Are Helping to Save Europe's Starving Children

A committee of the lumber, box and woodworking interests of Chicago is co-operating with the European Relief Council, of which Herbert Hoover is chairman, in the sublime effort to save hundreds of thousands of the suffering children of Central and Eastern Europe from starvation and disease during the present winter. The woodworking committee is headed by Frederick Klapproth, vice-president of the Chicago Mill & Lumber Company. Mr. Klapproth appeals to lumbermen, box manufacturers and all members of the local woodworking industries to send contributions, or pledges to himself, or Charles G. Dawes, treasurer, Central Trust Company, Chicago, crediting the woodworking committee. The box division has already contributed its full share and Mr. Klapproth is anxious that the other division make a similar response. A fund of \$33,000,000 is being raised in a nation-wide campaign in order that these destitute children may be rescued from death. It is estimated that each contribution of \$10 will save the life of a child until the next harvest.

On the committee with Mr. Klapproth are the following chairmen of subcommittees: H. H. Hettler, pine yards; T. F. Scanlon, hardwood yards; A. H. Ruth, hardwood wholesalers; F. H. Burnaby, pine wholesalers; C. W. Lawrence, manufacturers; John Hansen, commission salesmen; E. W. Dierssen, millmen; W. F. Kurz, box manufacturers; W. O. Johnson, coopers.

Henry Wertz Killed in Accident

Henry Wertz, brother of Daniel Wertz of the Maley & Wertz Lumber Company, Evansville, Ind., was accidentally killed on Saturday, January 13, in his home town.

Mr. Wertz was associated in an important capacity with the Reynolds Manufacturing Company of Rushville, Ind. He was driving through town in his automobile and while crossing the railroad tracks failed to note an approaching train and was evidently not warned by the watchman.

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle
MAHOGANY
MEXICAN PHILIPPINE

The Kosse, Shoe & Schleyer Co.

EASTERN BRANCH:
8 E. Lexington Street, Baltimore, Md.

Home Office: Cincinnati, Ohio
Lock Box 18, St. Bernard Branch

Hardwood News Notes

CHICAGO

A federal investigation of the entire building industry in Chicago is threatened by the district attorney, following the indictment of forty-seven mill men, union labor officials and contractors, on charges of violating the anti-trust section of the Sherman law. The indictments were returned before the United States District Court.

In its report covering the indictments the grand jury characterized building conditions in Chicago as deplorable and recommended a searching investigation of the whole building trades industry.

The action is grounded upon an agreement entered into by the mill men, carpenter contractors' associations and members of the building trades in 1918. This provides that only union made materials be used on jobs done by union labor.

The manufacturers indicted are:

Andrews Lumber & Mill Company, 1757 Foster avenue; W. A. Irwin.
R. W. Bartelmann Company, 910 Wood street; R. W. Bartelmann.
Beck Coal & Lumber Company, Harvey, Ill.; Peter Beck, president.
California Manufacturing Company, 2243 South Troy street; Frank Bartuska, president.

Chicago & Riverdale Lumber Company, 341 One Hundred and Thirty-sixth place; E. S. Gamble and George H. Dekker, officers.

Commercial Sash & Door Company, 4914 South Paulina street; G. C. De Swartze, president.

A. Dietsch Company, 2640 Sheffield avenue; A. Dietsch, Jr., president.
Barr & Collins, Oak Park; Frank S. Collins, president.

Vincent Dlouby Sash & Door Company, 2138 Lafin street; Theodore Kartheiser, president.

Melrose Mill Company, 2707 Clybourn avenue; Louis C. Raring, president.

William Morris & Sons, 1000 West Fiftieth street; Harry Morris and William Morris, officers.

Nollan & Wolf Manufacturing Company, 1711 Fullerton avenue; Arthur Root, president.

C. E. Peterson Company, 4914 Wentworth avenue; John Westberg, president.

Philip Rinn Company, Division and Crosby streets; George P. Rinn, president.

South Side Interior Finish Company, 5837 Lafin street; August Newquist, president.

Standard Sash & Door Company, 5821 South Racine avenue; John A. Olson, president.

Union Interior Finish Company, 5319 South La Salle street; Frederick Workmeister and Thomas Little, officers.

Von Platen & Dick Company, 2216 West Kinzie street; Henry D. Traeger, president, and James A. Dick, officer.

Hardwood Products Company, 132 South Michigan avenue; E. D. Beals, president.

The Chicago Sash, Door & Blind Company, 1249 West North avenue.
Frederick L. Brown of Crandall & Brown, Chicago, Ill., is in Albion, Pa., attending the funeral of his mother, Mrs. Lydia Brown, which took place on Saturday, January 8. Mrs. Brown lived to be over eighty years old, and survived her husband by about two years.

L. C. Moshchel, general manager of the Langton Lumber Company, Pekin, Ill., stopped over in Chicago recently while enroute to Long Beach, Cal., to spend a portion of the winter. He was accompanied by Mrs. Moshchel and their young son, Paul.

The Black Brothers Lumber Company of Search, Ark., which has for a number of years maintained a branch office and yard in Chicago, has recently acquired a new yard site. This site is situated at Twenty-second and Morgan streets.

CLEVELAND

Probably the most interesting development since the first of the year has been the announcement of the Guardian Savings and Trust Company that it is now in a position to apportion in \$5,000 loans, approximately \$1,000,000 for small house building purposes, this fund having been acquired through arrangement with the Metropolitan Life Insurance Company.

According to H. C. Robinson, vice president, the Guardian, this project has been contemplated for several months. The bank, like other financial institutions here, is not in a position to loan funds directly on new construction. This money will be available, however, where housing already completed, may be taken as a security, and the new funds used to continue the work of additional house building.

The move is expected to be particularly helpful to the hardwood trade and other lumber interests, as with added house building the field for interior finish lumber will be widened, and this is the big field for the hardwood trade here.

Little daylight is seen ahead as far as the regular industries are concerned in the matter of hardwood outlet. Automobile, truck and body concerns are marking time, and probably will continue to do so until after the automobile shows. Cabinet works and furniture interests are slow in making even inquiries as to new material, for while they have little on hand, they are going to make sure what the outlet for talking machines and furniture is before increasing production.

The Fisher Body Corporation, a new industry for Cleveland, is about completing its plant in the extreme east end of town, and according to present plans will start operating in March. So far negotiations for materials have not developed just what the needs will be in the way of hardwoods. In the Michigan automobile districts there is sign of the usual early spring activity, and some of the hardwood business that will be placed by those firms is expected to filter through to Cleveland, based upon recent inquiries.

BUFFALO

The campaign to raise \$500,000 in Buffalo towards the fund for the starving children of the Near East is making good progress and is under the directorship of A. C. Goodyear. Some large contributions have been received, a principal one being that of the Hugh McLean Lumber Company for \$5,000. Other contributions from hardwood concerns include those of the Atlantic Lumber Company, Blakeslee, Perrin & Darling, Buffalo Hardwood Lumber Company, Standard Hardwood Lumber Company and W. W. Reilley & Bro.

The Buffalo lumbermen gave a good boost to the candidacy of William L. Henrich for director of the Chamber of Commerce at the annual election on January 12 and he was elected by a large vote. The following committee worked in his behalf at the polls: Fred M. Sullivan, captain; Charles N. Perrin, Harry L. Abbott, Elmer J. Sturm and George J. Zimmermann.

Orson E. Yeager has been suggested as a desirable man to fill the vacancy on the city terminal commission. An appointment to the position is to be made by the supreme court. Mr. Yeager recently declined to have his name mentioned for any salaried public office. The city terminal commission is an important local body and brought about the erection of two big stations.

Another attack on the wooden shingle in Buffalo comes from the National Protective Association, Boston. Its secretary and treasurer, Franklin H. Woodworth, has written a letter to officials here in which he says: "If you decide to take this step, it would be wise to have the ordinance read that buildings put up after such a date shall have fire-resisting roofing and that roofs which are to be repaired to the extent of one-third or more shall be entirely replaced with such roofing."

The insurance interests are always against wood for any structural purpose and they have extended the fire limits from time to time and would cut out wooden shingles entirely if they could, but lumbermen do not believe that shingles contribute materially to the fire hazard. They realize that many persons would like to have wooden shingles abandoned, because of selfish reasons.

Eugene W. Carson, who recently went into the wholesale hardwood trade on his own account, has been attending the convention of the Gyro clubs at Cincinnati and also visiting Southern mills.

The Upson Company, which manufactures wall-board, has completed a new plant at Lockport, which is said to be the largest in the world. It numbers eleven buildings and these cover fourteen acres.

The New York State College of Forestry has been interesting members of Rotary clubs in the economical use of wood and wood products and in bringing about closer co-operation between educators in forestry and the business interests of the state. In a statement before the Syracuse Rotary Club, Dean Franklin Moon said: "The active interest on the part of Rotary clubs in forestry and the work of the college is especially opportune, because of Governor Miller's recommendation in his message to the legislature that the forests of the state be scientifically utilized. If this wise policy in handling the forests is applied in New York state, it should eventually yield large revenues and a corresponding diminution in the tax burdens of the people."

Maurice M. Wall was elected a director of the Greater Buffalo Advertising Club at the annual election this month.

A regulation of the state department of weights and measures requires advertisers of wood for sale to specify the measurements. A standard cord is a pile of 4-foot wood 4 feet high and 8 feet long, or 128 cubic feet. Many alleged "cords" nowadays are scant.

PHILADELPHIA

M. W. Stark of the American Column & Lumber Company, St. Albans, W. Va., and Columbus, Ohio, spent several days recently in Philadelphia calling on the trade and sizing up conditions in this market. He reports everything progressing nicely at the company's several handmills and looks forward to a steady volume of good business in the near future.

The Rally Manufacturing Company of Rally, Berks County, Pa., has just completed a new factory. It is of brick construction and fully

equipped with modern machinery for the manufacture of coffins and caskets, which business this company is engaged in.

The Yeager Furniture Company of Allentown, Pa., has resumed operation after having been shut down for the past sixty days.

J. M. Morris, president of the Arrow Lumber Company, hardwood operators of Parkersburg, W. Va., spent several days in Philadelphia with J. W. Eyaal, vice-president of the concern and manager of the local office. He reports that the company's several mills are running right along taking care of the requirements of the railroad and large industrial trade.

Horace Bond is now thoroughly established in Philadelphia, handling the sales in this section for the Douglas & Walkley Company, Cleveland, Ohio, with band mills in Virginia and West Virginia. Mr. Bond is well known to the trade through this territory, having been engaged in the sales end for several well known concerns.

E. V. Pinckney, treasurer of the Miller Casket Company, Scranton, Pa., is spending some time in Southern California, and expects to return during the fore part of February.

The Eastern Lumber Salesmen's Association held its regular meeting January 5 in Philadelphia. The hardwood industry has a large representation in this association, which is growing very rapidly. A general feeling that a revival of good trade was not far distant seemed to prevail, and the membership of this organization with their hand on the pulse of the situation are well prepared to foretell the future, at least as well or better than the average.

A. E. Bubser has recently been appointed manager of the Pottsville, Pa., office of John M. Nelson, Jr., Inc., lumber dealers. Mr. Bubser has had a wide experience in the trade, and has been associated with this concern for a number of years and well deserves the appointment. This company has recently become interested in several box factories consuming considerable quantity of hardwood lumber.

The Schuylkill Haven Casket Company, Schuylkill Haven, Pa., has recently resumed operations after having been shut down for several weeks.

A. A. Albright & Son, planing mill operators of Allentown, Pa., are constructing a new shed for the housing of their high grade hardwoods in order that their rapidly increasing trade may be well taken care of.

E. M. Mortimer of Mortimer Brothers, Elk Park, Avery County, N. C., spent several days recently in the Philadelphia trade looking over the situation and renewing old acquaintances. He reports that the company's several hardwood mills are in full operation and seems optimistic toward good business this year.

The Penwarden Manufacturing Company of Honesdale, Pa., has been succeeded by the Honesdale Wood Products Company, which will continue in the same line as formerly, manufacturing wheelbarrows and general woodworking lines.

PITTSBURGH

At the annual meeting of the Wagner Lumber Company at Dover, Ohio, lately, these officers were elected: Andrew Dels, president; W. A. Wagner, vice-president; J. P. Wagner, manager; Glen Z. Wagner, treasurer, and Harley G. Roby, secretary.

The Central Pennsylvania Lumber Company has resumed work at its big operation at Warren, Pa., where it employs 200 men. The plant of the Ironton Lumber Company at Ironton, Ohio, has been sold to the Brauns & Bennett Logging Company, which will ship it to Iron Mountain at once. The members of the old Ironton Lumber Company were: John W. Kitchen, F. C. Tomlinson, W. M. Gannon, I. N. Henry, Glen Handley, Mrs. Henry Winter and Miss Frances Kleinman.

At the recent election of the Pittsburgh Lumbermen's Mutual Fire Insurance Company of this city these directors were chosen: W. E. Ahlers, E. V. Babcock, R. A. Dambach, E. A. Diebold, M. Diebold, R. W. Eller, George N. Glass, Edwin M. Hill, C. W. Iams, S. W. Means, James J. Munn, J. C. Parsons, C. F. Ross, Carl Van Der Voort, W. F. Young.

The plant of C. Prouty & Company, woodworking manufacturers at Eldred, Pa., was burned last week with loss of \$25,000. The firm manufactured wooden handles for tools.

The Frampton-Foster Lumber Company, of this city closed up a remarkably good business in December and is very well satisfied with the outlook for business this year. This is particularly true in the inquiry for oak as it expects a big trade in this lumber from industrial plants.

The Lumbermen's Club of Pittsburgh had a very enthusiastic meeting at the Fort Pitt Hotel on January 14. Charles Weber of the Keystone Lumber Company presided. The club reported that the basic price of lumber has fallen from \$77 to \$50 per thousand since last March.

The Acorn Lumber Company is confident that there will be a nice lot of hardwood business for everybody later in the year but believes that this trade is not going to come forward at once. In fact, its officials are quite sure that the first quarter of this year will be a very satisfactory period for wholesalers.

Tri-State hardwood mills are doing considerable business in lumber cutting but they are badly handicapped because of no snow. The stocks of hardwood at these mills are not at all large and a little spurt in buying would bring them down nearly to bottom.

BOSTON

William E. Litchfield, head of the L. & H. Lumber Company, and one of the most widely known and most popular of the hardwood lumber dealers

Office and Distributing Yard
MEMPHIS, TENN.

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH	PLAIN TUPELO	QUARTERED WHITE OAK	QRTD. RED GUM
1" to 4" 1s&2s.....10 cars	1" 1s&2s.....10 cars	1" 1s&2s.....2 cars	1" 1s&2s.....2 cars
1" No. 1 Common.....10 cars	1" No. 1 Common.....15 cars	1" No. 1 Com.....3 cars	1" No. 1 Common.....8 cars
1½" No. 1 Common.....5 cars	1" No. 2 Common.....10 cars	5/8" 1s&2s.....2 cars	1¼" 1¼" 2" No. 1 C&B.....2 cars
1¾" No. 1 Common.....1 car		5/8" No. 1 Com.....2 cars	2¾" No. 1 Com. & Btr.....2 cars
2" No. 1 Common.....3 cars			3" No. 1 Com. & Btr.....2 cars
1", 1½", 1¾" No. 2 Com.....5 cars			
	COTTONWOOD	PLAIN RED GUM	PLAIN RED OAK
	1" 1s&2s.....10 cars	5/8" No. 1 Com. & Btr.....4 cars	1" 1s&2s.....3 cars
	1" No. 1 Common.....15 cars	3/4" 1s&2s.....3 cars	1" No. 1 Common.....10 cars
	1" No. 2 Common.....20 cars	4/4" 1s&2s.....10 cars	1" No. 2 Common.....5 cars
	1¼" 1s & 2s.....5 cars	4/4" No. 1 Common.....5 cars	1" No. 3 Common.....5 cars
	1½" No. 1 Common.....10 cars	4/4" No. 2 Common.....1 car	1¼" 1s&2s.....1 car
	1¾" No. 2 Common.....10 cars	1¼" & 2" No. 1 C&B.....3 cars	
	1¾" No. 2 Com. & Bet.....15 cars		
		QUARTERED SAP GUM	PLAIN WHITE OAK
	BLACK GUM	1" 1s&2s.....10 cars	5/8" 1s&2s.....2 cars
	1" No. 2 Com. & Btr.....1 car	1" No. 1 Common.....3 cars	5/8" No. 1 Com.....8 cars
		1½" 1s&2s.....3 cars	5/8" No. 2 Com.....1 car
	PECAN	2" No. 1 Common.....½ car	3/4" 1s&2s.....2 cars
	6/4" Log Run.....5 cars	2½" No. 1 Common.....½ car	4/4" 1s&2s.....10 cars
	8/4" Log Run.....5 cars	3" No. 1 C&Btr.....3 cars	4/4" No. 2 & 3 Com.....15 cars
	SOFT ELM	QUARTERED RED OAK	PLAIN SAP GUM
	3/4" Crating.....2 cars	1" 1s&2s.....5 cars	1x13" to 17" B&B.....5 cars
	6/4" No. 2 Com. & Btr.....3 cars	1" No. 1 & 2 Com.....3 cars	5/8" 1s & 2s.....8 cars
	8/4" No. 2 Com. & Btr.....3 cars	1¼" 1s&2s.....3 cars	4/4" 1s and 2s.....10 cars
	10/4" No. 2 Com. & Btr.....3 cars	1½" No. 1 Common.....2 cars	4/4" No. 1 Common.....10 cars
			4/4" No. 2 Common.....10 cars
	QRTD. FIG. RED GUM	MAGNOLIA	5/4" No. 1 Com. & Btr.....10 cars
	1" 1s&2s.....1 car	1" No. 2 Com. & Btr.....5 cars	5/4" No. 2 Com.....5 cars
	1" No. 1 Common.....1 car		
QUARTERED TUPELO			
1" 1s&2s.....2 cars			
WILLOW			
1x13" to 17" Box Bds.....1 car			
1" 1s&2s.....10 cars			
1" No. 1 Common.....15 cars			
1" No. 2 Common.....15 cars			
1¼" No. 2 Com. & Btr.....10 cars			
1¾" No. 2 Com. & Btr.....15 cars			
2" No. 2 Com. & Btr.....5 cars			
CYPRESS			
1" Pecky.....1 car			
1x4" and 1x8" No. 1 and 2 Common.....10 cars			
1x12" Pecky.....7 cars			
1¼" Sel. & Shop.....7 cars			
2" Sel. & Shop.....2 cars			
2" Pecky.....2 cars			
2x8" No. 1 Com.....1 car			
Sr Shop.....1 car			

The Walter Henderson Lumber Company of Springfield, Mass., has started a wholesale commission lumber business handling hardwood flooring as well as yellow pine, western spruce and red cedar shingles.

BALTIMORE

Daniel Annan, Jr., president of the Western Maryland Lumber Company, at Cumberland, suffered the loss by death of his mother, Mrs. Virginia Opie Annan, on January 6. Mrs. Annan was the wife of Daniel Annan, Sr., president of the Second National Bank of Cumberland.

The Zouck Lumber Company, 740 Eastern avenue, which was formed to continue the business heretofore conducted in hardwoods and other lumber at wholesale by John H. Zouck, has organized by electing John H. Zouck president, L. H. Gwaltney vice-president, Ivan Brent secretary and E. R. Stringer treasurer. Mr. Gwaltney is secretary and treasurer of the Lumber Exchange here. There will be no change in the business methods of the company and the old established policies will be followed, the only change being a broadening of the scope of the firm.

The Union Box Company, which carried on operations for years at a large plant at President and Aliceanna streets, is moving to a new establishment on Ridgely street, and is expected to be ready to resume operations there February 15.

Among the visiting lumbermen in Baltimore during the last week or ten days were C. D. Howard, president of the Smoot Lumber Company of Cowen, W. Va., and Ellis Wilkinson of the Wilkinson Lumber Company of Bristol, Tenn. Both were making a trip to ascertain trade conditions in the various sections.

The Lafayette Mill & Lumber Company, C. H. Cromwell, president, at Lafayette avenue and the Pennsylvania railroad, this city, has given out a contract for the erection of a dry kiln, shaving bin, boiler house and garage, with a view to augmenting its facilities to take care of the increase in business.

COLUMBUS

Considerable interest was manifested at the annual meeting of District No. 8 of the Ohio Association of Retail Lumber Dealers which was held in Columbus January 10. The election resulted in the re-election of a large number of the former officers. Howard Potter of the Potter Lumber Company of Worthington was elected president; O. M. Gardner of the New Steelton Lumber Company, vice president; J. Erwin Jones of the East Side Lumber Company, secretary and W. F. Kimmell of the Powell Lumber Co., treasurer. These officers constitute the board of directors. About 35 dealers were at the meeting. M. J. Bergin a well known retailer spoke on the old timers in the retail game calling to mind firms which existed in the Buckeye Capital forty to fifty years ago. Frank Lumbert, Jr., was made chairman of the registration committee and T. A. Jones, chairman of the entertainment committee for the annual meeting of the Ohio Association of Retail Lumber Dealers which will be held in Columbus January 25 to 27 inclusive.

Papers have been filed with the secretary of state increasing the authorized capital of the Purdy Lumber Company, of Cincinnati, from \$10,000 to \$20,000. D. G. Purdy is president of the concern.

W. H. Hamilton of the Wood Lumber Company, Lorain, and Fred H. Alexander of the Niles Lumber Company, Niles, have recently returned from a hunting trip in northern Minnesota. They were the guests of the Rainy Lake Lumber Company. The party brought out sixteen deer.

The Allen A. Smith Company, of Toledo, a retail concern has increased its capital from \$150,000 to \$200,000.

The Scheetz Lumber Company, Youngstown, has filed papers increasing its capital from \$75,000 to \$125,000.

George Friend, a well known traveler of Columbus and a member of the Union Association of Lumber, Sash and Door Salesmen, No. 694, died at his late residence recently after an extended illness. He had been a resident of Columbus for five years and his latest connection was the Southern Lumber Company. The funeral services were held January 11 and interment was made in Green Lawn Cemetery.

E. Doddington, head of the E. Doddington Company, a large retail concern in Columbus, left recently on his usual trip to Florida for the winter months.

In connection with a meeting of District No. 18 of the Ohio Association recently held at Akron, a concatenation of the Hoo Hoo was held when a number of novices were initiated into the mysteries of the order. A dinner was served at the Elks Home. In all fourteen old cats were present to participate in the ceremonies.

W. E. Jones, who is secretary of the Ohio Lumber Trade Exchange, has been made Ohio chairman for the European Relief committee to raise funds for the support of 3,500,000 starving children. The Lumber Trade Exchange also offered the use of its club rooms as state headquarters. Mr. Jones is perfecting organizations in the various counties. So far about a half dozen counties have exceeded their quota and stopped solicitation.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, reports an improvement in the feeling in hardwood circles. A larger number of inquiries are being received, although orders are still slow. Semi-annual inventories have now been about completed and a better run of business is expected soon. The company's mills which were closed down Dec. 15 are still down but it is expected to resume operations soon.

E. M. Stark, secretary of the American Column & Lumber Company, reports a better feeling in lumber circles generally which is shown by

more inquiries. The market appears to be more stabilized and prices are not showing as wide a range as formerly. Mr. Stark recently returned from an inspection trip at the company's mills located at Stark, W. Va. These mills have resumed operations on about a fifty per cent basis.

H. R. Allen, head of the H. R. Allen Lumber Company, recently returned from a Southern trip.

Owing to the fact that so few responses have been received to the request for names of those who desire to visit lumber producing regions, on the Association's special train the plans contemplated for an Association excursion have been abandoned. The failure to have such an excursion as in former years apparently comes from a division of sentiment among those interested as to the itinerary. There were not sufficient members who felt they could undertake a trip to the Pacific Coast to warrant arrangements and on the other hand there were enough tourists to go to a new section of the Southern Pine and cypress territory. But the New York Retail Lumber Dealers' Association has not abandoned plans for a trip to the West Coast and cordial invitation is extended to Ohio retailers who desire to make such a trip. The New York members are planning to start the trip about the middle of February and the trip will include Spokane, Seattle, Portland, Sacramento, San Francisco, Los Angeles and the Grand Canyon of Arizona.

CINCINNATI

J. J. Rowe, vice-president of the First National Bank of Cincinnati, was the principal speaker at the monthly meeting of the Cincinnati Lumbermen's Club at the Cincinnati Business Men's Club. The bank official informed his auditors of the present money and credit conditions, and the lumbermen in attendance gained ideas of necessity for caution and conservation and the call for patience in permitting economic conditions to become readjusted before expecting any great expansion in lumber business activity. He said that it would take time to bring about the necessary readjustment in credit conditions before money would again be cheap, but said that banking opinion was not definitely formed as to how long a time this would take.

Following the address a resolution was passed inviting the National Wholesale Lumber Dealers' Association to hold its annual convention in Cincinnati next March. At the next meeting an entertainment is planned to which the families and friends of the members of the club will be invited.

The Appalachian Logging Congress will hold its spring meeting at the Sinton Hotel in Cincinnati on April 28, 29 and 30. Arrangements for the meeting are being made by Secretary T. Sunderland of Knoxville, Tenn.

A number of members of the Cincinnati hardwood trade attended the Southern Hardwood Traffic Association annual meeting in Memphis, Tenn.

The death of Nathan Drucker, 81 years old, marks the passing away of one of Cincinnati's most prominent trunk manufacturers and a man who has been prominent in local lumber circles for more than sixty years. Mr. Drucker died suddenly at the home of his daughter, Mrs. Alfred Reinauer, 3895 Reading road. He was one of the founders of the N. Drucker & Company, which later became the Mendel-Drucker Company. During the terms of Governors Foraker and Campbell in Ohio Mr. Drucker was a member of the state board of pardons.

Realizing that merchants abroad who formerly paid bills promptly are now refusing shipments and are cancelling contracts, three hundred of the largest exporters in the country, among them a number of Cincinnati lumber concerns, are co-operating as never before by exchanging credit information regarding their customers. L. J. Bradford represents the Cincinnati exporters on the supervisory committee of the bureau.

The Purdy Lumber Company has increased its capital stock from \$10,000 to \$20,000. This was announced by D. G. Purdy, president, who said the increase was made in order to expand business.

R. G. McClellan of the Old Dominion Lumber Company, Roanoke, Va., was a visitor at the Cincinnati office of the Thoman-Flinn Company last week. Mr. McClellan is well known in local lumber circles, having represented a lumber company in Cincinnati before his present connections.

Fifty employees of the Ward Block, Sash & Door Company were given a banquet at the Palace Hotel last week. Following the spread an address was made by L. W. Block, treasurer. A bonus was given each employee.

C. G. McLaughlin, formerly of the J. C. West Lumber Company, plans to enter business for himself. The company will be known as the McLaughlin Lumber Company and will engage in the wholesale distribution of hardwood. It is said that the embryo firm has already made connections with a number of West Virginia and southern mills. The temporary headquarters are at 350 Terrace avenue, Cincinnati.

Members of District No. 1 of the Ohio Retail Lumber Dealers' Association at a recent meeting reflected Edgar Cummings president and L. C. Cordes secretary.

Charles A. Behlen, carriage manufacturer, died at the Jewish Hospital last week. He was a native of Cincinnati and at one time was associated with the Cook Carriage Company. During his business career he operated carriage factories in Charlotte, N. C., and in Richmond, Ind. Up to the time of his death he was engaged in the manufacture of the "Behlen Trailer." He is survived by his widow, two sons, a sister and a brother.

INDIANAPOLIS

The Howard Shipyard & Dock Company has filed an answer here to the suit of the D. K. Ferris Lumber Company in Federal court. The Ferris

QUARTERED WHITE OAK

4/4" No. 1 Common.....3 cars

4/4" No. 2 Common.....1 car

PLAIN WHITE OAK

4/4" No. 1 Common.....3 cars

4/4" No. 2 Common.....3 cars

6/4" FAS.....1 car

6/4" No. 1 Common.....1 car

PLAIN RED OAK

4/4" No. 1 Common.....4 cars

4/4" No. 2 Common.....5 cars

PLAIN MIXED OAK

4/4" No. 3 Common.....10 cars

5/4" No. 3 Common.....1 car

QUARTERED GUM

8/4" No. 1 Com. & Btr. Red 2 cars

8/4" No. 1 Com. & Btr. Sap 3 cars

PLAIN RED GUM

4/4" No. 2 Common.....3 cars

5/4" No. 1 Com. & Btr.....1 car

6/4" No. 1 Com. & Btr.....3 cars

TUPELO

4/4" No. 1 Com. & Btr.....6 cars

ELM

4/4" No. 2 Com. & Btr.....2 cars

CYPRESS

4/4" No. 1 Shop.....5 cars

4/4" Select.....2 cars

8/4" Select & Btr.....1 car

COTTONWOOD

4/4" No. 1 Common.....10 cars

4/4" FAS, 6-12".....5 cars

4/4" FAS, 13-17".....1 car

4/4" Box Boards, 9-12".....2 cars

TWO BAND MILLS

100,000 ft. daily capacity

Miller Lumber Co.
MARIANNA, ARK.

company alleged in its suit the shipyard company was in debt to it more than \$26,000 and the answer says the bill is paid.

The organization of the Reel Blue Lumber Company of Vincennes, Ind., has been perfected, with a capital stock of \$100,000. The company will specialize in hardwoods. The directors are Ellis C. Reel, T. G. Blue and Charles E. Travis.

Indianapolis made a new high record in the amount of building operations in 1920. The valuation of the new buildings was nearly \$2,500,000 greater than in 1919, the highest previous year. A total of 7,640 building permits were issued for construction, amounting to \$15,284,119.

The G. W. Ritchie Manufacturing Company has been formed in Indianapolis for the purpose of manufacturing crates. The company has a capital stock of \$50,000 and the directors are G. W. Ritchie, J. L. Ritchie and D. Ritchie.

Oscar Lewelley has been named receiver for J. Victor Pinnell, owner of the Home Lumber Company at Kokomo, Ind. A receiver was named following a request by the Peoples Trust & Savings Bank.

Wilfred Sellers, president of the G. I. Sellers Kitchen Cabinet Company at Elwood, Ind., was a victim of a poor joke recently when his \$6,000 automobile was stolen at Miami, Fla. He had crated and shipped the machine so it would be awaiting his arrival. The garage to which the machine was consigned delivered the car at the station, but then it disappeared.

The Reel-Osterhage Lumber Company of Vincennes, Ind., has filed papers with the secretary of the state here showing an increase in capital stock from \$100,000 to \$200,000.

The Imperial Desk Company of Evansville, Ind., has filed papers showing an increase of capital stock from \$200,000 to \$500,000.

The cooperage plant owned by George Schinnerer, Columbus, Ind., has been purchased by George Hitz & Company, of Indianapolis, and will be put in operation as soon as a barrel making machine can be put in operation. The plant will have a capacity of 1,000 barrels daily.

Two Brazil, Ind., lumber companies were the victims of burglars recently. At the J. N. Halstead Lumber Company the safe was blown open and a small amount of money taken. At the E. D. Wilder Lumber Company the combination of the safe was blown off, but the safe was not opened.

EVANSVILLE

The new saw mill that is being erected on the Ohio river front between Evansville and Howell by the Helfrich Lumber & Manufacturing Company

is about completed and will be started in operation by the last of January or the first week in February. The mill has been built on the site of the old mill that was destroyed by fire in November, 1915. Since that time the Helfrich company has not operated a mill here. The new mill is modern in every respect and is said to be one of the best equipped saw mills in this part of the country. During the past few weeks the company has been receiving a good many logs preparatory to starting up the new mill. Michael D. Helfrich, head of the company, has purchased a number of large timber tracts during the past few years in Kentucky and Tennessee, and it is figured that he will have ample logs for his local mills for a number of years to come. He figured that it was cheaper to bring the logs here to be sawed up and to have erected mills on the various timber tracts that he now owns in two states.

Operations have been resumed at the plant of the Grayville Mill & Lumber Company at Grayville, Ill., a few miles west of here. The plant was closed down during the holidays. A slight reduction in the wage scale has gone into effect at the mill.

The Evansville Press Club will hold its annual election of officers in February, and it is expected that Claude Wertz of the Maley & Wertz Lumber Company will be reelected secretary and treasurer of the club, which position he has held for a number of years. Mr. Wertz is not a newspaper man, but he has many friends among the local writers and has been a member of the Press Club for a number of years.

Suit for \$50,000 damages on an alleged breach of contract was filed a few days ago in the Vanderburg county circuit court here against the Hercules Buggy Company of this city. The plaintiffs are the Racine Wagon & Carriage Works of Chicago. The complaint sets out that the Hercules company failed to provide carload lots of bodies for motor trucks after the Racine company had advertised them for sale. It alleges twelve contracts were made with Chicago agents to sell the trucks, none of which could be filled because the Hercules company did not supply the bodies. Eight different body styles were to have been made, according to the complaint.

J. C. Greer of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club has returned from a business trip through the south and while gone inspected the state mills of his company in the state of Tennessee.

George O. Worland, manager of the Evansville Veneer Company, has been suffering from a slight attack of the grippe for the past few days.

Two threatening black hand letters were received a few days ago by A. F. Karges, president of the Karges Furniture Company of this place and a wealthy banker. Both letters were sent by special delivery and

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH

4/4 1st & 2nd.....	35,000'
4/4 Select	100,000'
4/4 No. 1 Common.....	50,000'
4/4 No. 2 Common.....	35,000'
5/4 No. 1 Com. & Btr.....	20,000'

SOFT ELM

4/4 No. 2 Com. & Btr.....	75,000'
5/4 No. 2 Com. & Btr.....	30,000'
10/4 No. 1 Com. & Btr.....	20,000'

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS

Quartered White Oak

SPECIAL OFFERINGS

QUARTERED WHITE OAK

5/8" FAS. 6" & up wide..	2 cars
4/4" FAS. 6" & up wide..	2 cars
4/4" Clear Strips. 3 to 5 1/2"	2 cars
4/4" wide Clear Sap Strips. 2 to 3"	2 cars
5/8" No. 1 Com. 4" & up..	1 car
3/4" No. 1 Com. 4" & up..	2 cars
4/4" No. 1 Com. 4" & up..	5 cars
4/4" No. 1 Com. 10" & up..	2 cars
5/4" No. 1 Com. 4" & up..	2 cars
6/4" No. 1 Com. 4" & up..	1 car

QUARTERED RED OAK

4/4" FAS. 6" & up wide..	2 cars
5/4" FAS. 6" & up wide..	2 cars
6/4" FAS. 6" & up wide..	1 car
4/4" No. 1 Common.....	3 cars
5/4" No. 1 Common.....	1 car
6/4" No. 1 Common.....	1 car

PLAIN WHITE OAK

5/8" No. 1 Common.....	1 car
4/4" No. 1 Common.....	2 cars
5/4" No. 1 Common.....	2 cars

PLAIN RED OAK

3/4" FAS	1 car
5/4" FAS	1 car
5/8" No. 1 Common.....	2 cars
4/4" No. 1 Common.....	3 cars
5/4" No. 1 Common.....	2 cars
4/4" No. 2 Common.....	4 cars

POPLAR

5/8" Clear Sap	1 car
4/4" No. 1 Common.....	1 car
5/4" No. 2-A Common.....	1 car
4/4" No. 2 B Common.....	1 car

QUARTERED RED GUM

4/4" No. 1 Common.....	2 cars
------------------------	--------

PLAIN SAP GUM

4/4" No. 1 Common.....	2 cars
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QUARTERED RED GUM

SAP NO DEFECT	
5/4" No. 1 Com. & Btr....	2 cars
8/4" No. 1 Com & Btr....	1 car

High Grade Hardwoods

were signed "Kidnappers." The letters stated that unless Mr. Karges left the sum of \$2,500, securely wrapped in a newspaper, at a certain place by a certain time that the little granddaughter of Mr. Karges, Dorothy Daus, would be kidnapped and held for ransom. The letters were turned over to the police. They believe that the letters were written by a crank or by some one who is mentally deranged. The granddaughter of Mr. Karges is living at his home this winter while her parents are in Florida.

M. H. Welsh of the Welsh Lumber Company of Memphis, Tenn., was in Evansville a few days ago calling on the local trade. He reported that the lumber trade in the south at the present time is "shot to pieces," but that the lumbermen are expecting to see business get a whole lot better along early next spring.

D. B. MacLaren, lumberman of Indianapolis, who had his office in Evansville up to a year ago, was here a few days ago calling on the local trade. He says he found things unusually dull in Evansville and said that trade in Indianapolis and the central part of the state was not much better.

LOUISVILLE

The annual convention of the Kentucky Retail Lumber Dealers Association will be held in Louisville on Feb. 26 and 27, and should develop some little business on hardwood flooring, interior trim, etc., for the local jobbers and producers. So far the retailers have been taking a little fill in stock in softwoods, but have been buying very little in the hardwood line, other than a little poplar siding.

One of the most interesting announcements of some months in Louisville was recently made by the Kentucky Wagon Manufacturing Company, which has taken over the wagon business of the Studebaker Corporation of South Bend, the latter concern to devote its full facilities to the production of automobiles. R. V. Board, president of the Kentucky Wagon Manufacturing Company, stated that this would increase its output of wagons to about 60,000 a year, as the entire line would be made at Louisville. This will materially increase its consumption of boxboards and other hardwoods. Its facilities for manufacturing automobiles and trucks have also been increased.

The announcements from Washington, as of January 10, relative to the Department of Justice, starting an inquiry into alleged price fixing in the lumber industry, hardly caused a ripple of interest locally. Louisville manufacturers in the first place haven't anything to hide, and in the second place don't believe the inquiry will amount to anything.

R. R. May of the R. R. May Hardwood Company, returned from a holiday trip to Mississippi early in January, and has been very much on the job. He reports numerous inquiries, and a couple of mighty fine orders pending.

J. G. Brown of W. P. Brown & Sons Lumber Company, has recently added to his centrally located realty interests, having bought a two-fifths interest in the Broadway Realty Company, which controls some fine property at Fourth and Broadway, across the street from some big holdings of Mr. Brown. He has been elected president of the Broadway company.

Edward L. Davis of the Edward L. Davis Lumber Company, reported a fair demand for lumber, and that the Mobile plant is running full at the present time, the other operations being down for the time being.

Barry Norman of the Holly Ridge Lumber Company, is very enthusiastic concerning business in the latter part of the year, and is predicting much higher prices. He is leaving shortly for a trip to inspect the company mills in Mississippi and Louisiana.

The I. B. Wilcox Lumber Company has recently purchased machinery from the Brodhead-Garrett Company, at Clay City, Ky., and is moving it to Burdette, Miss., to rebuild the mill at that point, which was burned late in the fall.

J. S. Thompson manager of the Louisville division of the Southern Hardwood Traffic Association, left Louisville on January 19, for Memphis, to attend the annual meeting of the parent body on Thursday. Mr. Thompson is expecting an early decision by the Interstate Commerce Commission in connection with Louisville's fight for the milling in transit privilege.

ST. LOUIS

It was reported some time ago that furniture manufacturers of St. Louis were going to put out a cheaper line of furniture after the first of January. The secretary of the Furniture Manufacturers Association said today they had no such thought in mind now. They expect a further reduction in the price because of conditions now obtaining but they expect to raise the quality of furniture and not to lower it.

Most of the furniture factories in St. Louis at the present time are closed down and there are only two working full time, the Western Furniture Company and Wolf & Kraemer Furniture Company.

The office of the East Side Lumber Trade Exchange, has been moved from East St. Louis, Ill., to St. Louis, Secretary J. C. Kremer having secured offices at 735 Boatmen's Bank building.

Upon announcement made in New York that W. C. Durant of the General Motors Company would resign and head a new company called Durant Motors, Inc., the Chamber of Commerce wired him inviting him to make St. Louis the home of his new company. To show the interest which St.



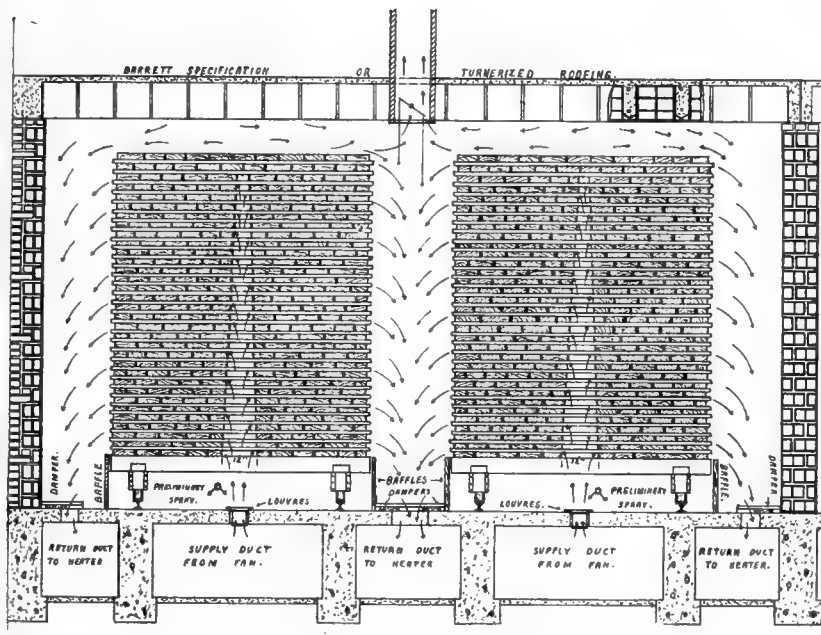
HIGH HUMIDITY DRY KILN

Diagram showing how
the moist air is forced
around every board in
the kiln with—

**"WITH THE CIRCULATION
YOU CAN UNDERSTAND"**

B. F. STURTEVANT CO.
HYDE PARK, BOSTON, MASS.

BRANCHES IN 25 CITIES



Louisians hold in bringing a new plant here two gentlemen offered to give 25 acres of land along a railroad for the erection of the plant.

A comparison of average prices of the 1920 inventory of the St. Louis Lumber Company with the inventory of the same company in 1918 shows prices to be only \$2 above the 1918 figure. Timbers and shed stocks are higher priced in the recent inventory and bring the average up, fir, cypress and other woods being included in the inventory.

A meeting of the St. Louis Lumbermen's Exchange was held January 17, and plans for the year discussed. A resolution was passed decreasing dues to \$72 per year.

Incorporated in an article entitled "The Saw Mill Viewpoint," Lumber, a dealer's magazine, quotes Arkansas hardwood manufacturers as stating that the production costs of hardwood are above the market price and giving as one remedy curtailed production.

E. P. Ladd of Furth, Ark., is quoted as saying that manufacturers cannot operate much longer unless they can sell lumber and recommending a shut down. He said he shut down January 1.

Theo. Fathauer Co. of Helena, Ark., says production is not profitable at the present time but believes when business starts up again it will be possible to reduce wages and looks for things to pick up generally, it being estimated that production has been curtailed about 60 percent.

J. S. Kimbro Lumber Company, of Monticello, Ark., recommends loosening of money to create a demand.

The Valley Lumber Company dealers in hardwoods of Reader, Ark., says "reduce wages or shut down."

Hardwood manufacturer, Arkansas says "until there is a better understanding between producer and consumer there is little hope of a reasonable amount of business."

WISCONSIN

The Sparta Sash and Door Company of Sparta, owned and operated for many years by Naset Brothers, has been acquired by E. J. Worwin and A. Bekkun of Sparta in association with A. G. Nelson of Tomah. They will continue the business under the present name. A. B. and W. O. Naset, the retiring owners, will continue the retail business of the Home Lumber Company at Sparta.

The Pier Lumber Company of Wausau has been incorporated with a capital stock of \$50,000 to deal in hardwoods and other lumber and wood products at wholesale and retail. The incorporators are C. G. Pier, G. R. Wilson and C. L. Dawley, all of Wausau.

It is reported that H. J. Ashlin of Rice Lake is contemplating the erection of a new factory and power plant costing about \$50,000 for the

manufacture of church furniture, office and store fixtures and similar goods. It is to be three stories high, 66 by 150 feet in size.

The Charles Jurack Pattern Works, 199 Oregon street, Milwaukee, one of the largest makers of wood patterns, templates, etc., in the Middle West, has changed its corporate style to The Chas. Jurack Company. It is capitalized at \$100,000. Owners of the company have also organized a new concern, known as the Standard Die Casting Company, with \$100,000 capital, to be operated in connection with the present business.

The Sturgeon Bay Fruit Package Company of Sturgeon Bay has recently amended its corporate articles to provide for an increase in capitalization from \$20,000 to \$50,000.

The Garton Toy Company of Sheboygan is now \$500,000 concern, having increased its authorized capitalization tenfold, or from \$50,000, to provide for a material increase in its business and production.

Among recent large increases in capitalization effected by some of the larger manufacturing concerns in Milwaukee is that of the Cream City Casket Company, from \$35,000 to \$200,000.

Dudley W. Burton, purchasing agent of the Chas. W. Fish Lumber Company of Elcho, operating five large sawmills in Langlade county and immediate vicinity, has resigned to become associated with the Patrick Manufacturing Company of Duluth. Mr. Burton served several years as postmaster of Elcho, resigning this position upon assuming his new duties in Duluth.

The H. H. White Company of Sturgeon Bay, manufacturing toys, novelties and hardwood specialties, is planning to build a \$15,000 factory addition early in the coming Spring. Work will begin about April 1.

The Wausau Box and Lumber Company of Wausau, has passed into the control of W. R. Scholfield of Eldora, Ia., and H. H. Scholfield of Wausau, who acquired the interests of Mrs. C. E. Turner. It is a \$100,000 corporation operating a large mill and factory. The late C. E. Turner and W. B. Scholfield jointly managed the concern until their deaths.

George L. Waetjen & Company, 110-120 Reed Street, Milwaukee, veneers and panels, has increased its capital stock from \$50,000 to \$150,000 to accommodate the growth of the business in the last few years and provide for future development. George L. Waetjen is president, and Walter E. Tredupp, secretary and treasurer.

L. W. Kannia and Christ Wedsking of Abbotsford have purchased a site and will build a new factory in Mellen to manufacture potash. The supply of ashes will be derived from sawmills at Mellen, Ashland and Odanah, and the initial capital will make it possible to handle about three carloads or 100 to 110 tons per month. Messrs. Kannia and Wedsking conducted a potash plant at Abbotsford for several years until their property was destroyed by fire.

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & CUMBERLAND RIVER
NASHVILLE, TENN.

Proctor

DRYERS

Dry enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

PROCTOR AND SCHWARTZ, INC.

Philadelphia, Pa.

NASHVILLE HARDWOOD FLOORING CO.,

Manufacturers and Wholesalers

Hardwood Lumber and Hardwood Flooring

E. BARTHOLOMEW, MANAGER
3622 South Morgan St.

CHICAGO

B I R C H

We have very complete stocks of dry lumber in 4/4 to 16/4 thickness

DOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

PALMER & PARKER COMPANY

TEAK

MAHOGANY

EBONY

ENGLISH OAK

VENEERS

DOMESTIC

CIRCASSIAN WALNUT

HARDWOODS

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy.....200,000'
No. 1 Com. Sound Wormy.....100,000'
QTD. WHITE OAK
6/4" No. 1 Com. & Btr..... 2 cars
QTD. RED GUM
8/4" No. 1 Com. & Btr., SND. 2 cars
SAP GUM
4/4" FAS200,000'
4/4" No. 1 Com.....300,000'

WE WANT TO BUY:

HICKORY
5/4" -6/4" No. 1 & Btr.....10 cars
PLAIN OAK
4/4" FAS100,000'
CHESTNUT
4/4" FAS 50,000'
SAP GUM
4/4" No. 2 Com.....100,000'
8/4" FAS10 cars
13/17" Boxboards 3 cars

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPIWe can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

The Metropolitan Co-Operative Broom Company of Milwaukee is a new corporation organized with a capital stock of \$10,000 by G. W. Peterman, August Schmidt and H. R. Johnson to engage in the manufacture of brushes, brooms and handles.

The Ladysmith Chair and Furniture Company of Ladysmith announces the assumption of the duties of general manager by LeRoy Gaasch, formerly of Walker, Iowa, who for some time has been heavily interested in the corporation in a financial way.

The A. F. Meckelberg Sash and Door Company, 760 Thirty-first street, Milwaukee, has increased its authorized capitalization from \$50,000 to \$350,000. The large increase is significant of the development of the business in recent years to one of the largest concerns of this character in the Northwest.

The Blum Brothers Box Company of Marshfield has incorporated its business under the laws of Wisconsin, with a capital stock of \$200,000. It is a large manufacturer of cheese boxes, butter tubs and other similar packages and containers. The incorporators are the owners, namely, Peter, Paul L. and John A. Blum.

The B. Heineman Lumber Company of Merrill resumed the operation of its large sawmill for the winter and spring season on January 14. It is employing a full crew and expects to run without interruption until spring. Present indications are that no night force will be required this year.

Maas Brothers, formerly associated with the Mauston branch of the Caldwell & Gates Lumber Company as building contractors, designers, etc., have located at Rio, Wis., where they are erecting a woodworking factory and will engage in the manufacture of sash, door, millwork and specialties.

The Carbolineum Wood Preserving Company, 518 Prairie Street, Milwaukee, has recently enlarged its capitalization from \$15,000 to \$40,000.

The Kewaunee Manufacturing Company of Kewaunee, held a sales convention at the general offices on January 11 to 14, entertaining nearly thirty members of its field force. One of the features of the convention was a trip of inspection of the new four-story factory addition recently completed, and the general improvement scheme carried out in the original plant during the last six months, under the direction of C. G. Campbell, who assumed the general management a year ago. In that period the sales showed an increase of more than \$250,000. The Kewaunee company is considered one of the largest manufacturers in the Middle West of special laboratory furniture and equipment.

The Flambeau River Lumber Company of Ladysmith is among the first of the large lumber manufacturing concerns in Rusk county to resume operations for the new season. The mill started up January 11 and for the time being will run with a day shift. A night shift will be added if business improves sufficiently to require the extended production. The Fountain-Campbell Lumber Company of Ladysmith expects to resume early in February and is now accumulating its log supply.

Fred J. Schroeder, president of the John Schroeder Lumber Company of Milwaukee and Ashland, has declined because of the pressure of private affairs to stand as a candidate for election as a member of the board of directors of the Milwaukee Association of Commerce at the annual meeting on February 1. Mr. Schroeder has served faithfully for many years and was renominated against his wishes.

Christ, Zelle Sons Company of Sheboygan is the new name adopted under a corporate form by an old established concern engaged in the manufacture of millwork, sash, doors, etc., in connection with a general contracting business. The capitalization is fixed at \$35,000. The incorporators are Edward, Albert and Christ, Zelle, the original partners.

The J. S. Stearns Lumber Company of Odanah has started what probably will be its final season's run on the Bad River Indian Reservation log supply. The Odanah mill will run well into the coming Spring and after that it will require considerable time to dispose of the stock and current production. The cutover lands are being converted into farms by the Indians.

The Lurge Furniture Company of Superior, has increased its authorized capitalization from \$100,000 to \$150,000.

The Fuller-Goodman Company of Oshkosh, operating the Hollister, Amos and Company mill and factory as well as a string of line yards throughout northeastern Wisconsin, has increased its capitalization from \$600,000 to \$1,000,000 to cover recent expansion.

A large oak tree nearly two centuries old, and a landmark near Plainfield, Wis., recently was cut down on the Jacob Schiller farm and produced more than 141½ cords. The stump revealed just 187 rings.

The M. Hilty Lumber Company of Milwaukee has doubled its capital stock, which now is \$400,000.

The Hardwood Market

CHICAGO

The Chicago market for the past few weeks has been evidencing some sporadic signs of revival. Hardwood manufacturers and wholesalers in a number of instances have secured orders for one up to five or six

cars of lumber while paying "goodwill" calls. Buyers are still taking only such stock as they are in absolute need of, but their needs seem to be increasing. While the January furniture markets have not resulted in a very large volume of business, it is believed that enough has been booked by the furniture makers to cause them to do considerable more buying of lumber for the next few weeks than they have during the past three months. It is understood that reserve stocks of lumber in the yards of furniture plants are very low. Prices of hardwoods are firming as liquidation and curtailment of production proceeds.

CLEVELAND

As far as immediate outlet for hardwoods in this market is concerned, there is little in sight to offer encouragement to the wholesaler and the retail yard. Depending as it does upon the house building program for real hardwood business, this branch of the trade is not especially optimistic. House building during the last several months has been curtailed significantly. About half as many houses were built in 1920 as were erected in 1919, yet this smaller amount of construction in 1920 cost more than two-thirds of the entire amount of work done in 1919.

Hardwood prices locally are about 40 per cent lower than the peak prices of March, 1920. This apparently means little in the life of the builder, who is not going ahead with anything in the way of new work until assured of a more ready sale of the properties. The 40 per cent reduction does not mean that that is the real market, however. Where stocks are heavy, and there are few yards where this condition does not hold, concessions are continually being made by the holders in order to induce some real sales. This has brought out a better inquiry in the last few weeks, but actual business, as stated, is lacking to the present.

About the most encouraging sign is the firming of markets at producing points, and, while this is not reflected here, it is taken as a sign that the bottom of the market really has been reached. As leaders in this branch of the trade point out, if the market has reached bottom, contractors, builders and others will be ready to go ahead, and this will mean revival of business by the time spring arrives. The reason the trade here dwells so much upon housing construction is because this field offers the real outlet for hardwoods, interior finish of all kinds being wanted, while the outside trades, such as automobile and other manufacturers, seldom offer anything in the way of attractive demand.

BUFFALO

Active business in hardwoods has not arrived yet, although a larger amount of inquiry is received and a somewhat more hopeful feeling prevails. Lumbermen believe that business is going to pick up within a few weeks, although they haven't seen many of the signs as yet. A few large plants are doing more than a few weeks ago, but all buying is being done in a hesitating way and some consumers report that they still have manufactured goods on hand unsold and so are not in the market for more stock, no matter how low the prices are.

Buyers are still able to dictate prices in many cases and the market is quite unsettled. There is not enough business moving to develop much strength in the situation. When the change for the better will come is a matter of some difference of opinion, but many think it will be about April 1. The building outlook is not yet clear, owing in part to the fact that wages in a good many instances are still on a high level, as well as some kinds of material.

PHILADELPHIA

While the hardwood market is experiencing nothing different with respect to new business than it did during the past fortnight, the general feeling which prevails is decidedly more optimistic than at any time during the past ninety days. The class of inquiries that are being received denote that they are more for actual requirements than simply market feelers. It is just a little too near inventory taking to know just what will develop from the outcome of the figures in the way of new business, but it is felt that with the recent recessions in hardwood prices all along the line, coupled with the general curtailment of production in the hardwood fields, that a large number of buyers will feel the time opportune to replenish their broken stocks. Many woodworking and furniture factories have resumed operation after the holiday shutdowns. Some little figuring is being done on spring building, although it is still a trifle early to learn to what extent this line will develop. The financial situation is improving slowly but steadily. The pulse of the whole situation seems considerably better, indications pointing to sufficient trade in the near future to at least stabilize values.

PITTSBURGH

The year is breaking away with very little hardwood business actually placed; although there is quite a lot of it in sight. The chief difficulty seems to be that buyers are waiting for lower prices. Conditions are not yet settled enough so that they are willing to place large orders and, meanwhile, the market is suffering. The warm weather and shutting

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

BROWN ASII
4/4" No. 2 & Btr., all widths & lengths, 12 mos. dry.. 3 cars
6/4" No. 1 & Btr., all widths & lengths, 11 mos. dry.. 1 car

BASSWOOD
4/4" No. 1 & Btr., 10' & wider, 6' & lgr., 11 mos. dry. 1 car
6/4" Sel. & Btr., 4' & wdr., 6' & lgr., 11 mos. dry... 2 cars
4/4" No. 2 & Btr., 4' & wdr., 4' & lgr., 11 mos. dry. 3 cars

BIRCH
8/4" Sel. & Btr., 5' & wdr., 8' & lgr., 12 mos. dry.. 1 car

ROCK ELM
10/4" No. 1 & Btr., 5' & wdr., 8' & lgr., 12 mos. dry 1 car

HARD MAPLE
8/4" No. 1 & Btr., 4' & wdr., 6' & lgr., 12 mos. dry. 10 cars

WAUSAU

Chas. Gill Lumber Co. WISCONSIN

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

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HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers of the Time Tested
Wolverine Maple Flooring

13 16x2 1/4 Clear	60,000'	13 16x3 1/4 No. 1	25,000'
13 16x2 1/4 No. 1	175,000'	13 16x3 1/4 Factory	150,000'
13 16x2 1/4 Factory	200,000'	1 1/2 16x2 1/4 Factory	160,000'
13 16x3 1/4 Clear	60,000'	1 1/2 16x3 1/4 Factory	175,000'

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Manufacturers of Southern Hardwoods

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI



The CHICAGO APPROVED PORTABLE Watchman's Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS

No. 9 Church Street, NEW YORK
1526 So. Wabash Ave., CHICAGO

down of many plants has put a bad crimp in the mining business and this trade, which was first-class all through the fall, has dropped off a great deal lately. Buying, on account of factory trade, is slow and orders are not satisfactory as most of them are badly mixed. There is no retail yard trade to speak of at present. Prices are holding fairly well, all things considered, and it is hoped that when business resumes its normal course there will be considerable activity in the hardwood trade.

BOSTON

However optimistic one would like to be in regard to the hardwood outlook here, and however inclined one may be to paint the rosy side of the picture, the undeniable truth is, as all the hardwood dealers would testify, that trade is practically at a standstill, that there is practically no business of any volume worth mentioning, and that trade, in other words, is positively dull. No improvement has really been shown in any department of the hardwoods trade since the opening of the new year. There is very little inquiry for anything now in the line of hardwoods.

Though this is ordinarily a dull time of year, more especially as it is the time inventories are being taken, it is all the more so because of the labor situation and because of the tightness of money, so there is no dwelling house construction, and office building and industrial construction is badly held up. Before any solid improvement comes, money must be easier and the labor situation here must be cleared. At present the carpenters receive \$1 per hour. Their two year wage agreement is winding up. They demand \$1.50 per hour. The builders are determined not to let them have it. They have even gone so far as to declare a cut to 90 cents per hour. But doubtless they would be willing to give a \$1 on another definite time wage agreement. But the unions want a wage agreement without any time clause.

The manufacturers of furniture throughout New England are finding themselves very well stocked indeed, and they have not sent out the inquiries they usually do at this time of year. They have also been awaiting the outcome of the Grand Rapids and Chicago sales. The piano manufacturers here and in the state are much overstocked so that trade with them is likely to be dull for some time, especially as they have had a lot of their pianos sold on conditional sale returned to them. Trade with the chairmakers in this state is dull, as is also the musical instrument business. There is some business passing in factory flooring but it is very little. Indeed the call for interior trim is quiet because work on large office buildings and factories is held up by the money and the labor situation. And of course there is no call for dwelling house trim now. The demand for stock for repair work is small. There has been a little call stirring for northern common birch and for some of the lower-priced New England hardwoods, chiefly, it is thought, by refrigerator making concerns.

Prices here now, as one wholesaler put it, "are auction prices to the man who wants to buy." Quite a lot of stock is being offered here below cost, but many are refusing to sell till they can get some profit based on this year's costs. Quite a lot have marked off cost or market value on the past year. It is well known that there is a very small supply of hardwoods anyway, of good hardwoods, but this argument does not now avail with the consumer, who is holding off purchasing any more than he needs. His necessary orders are small in size. He thinks prices may go lower, and he will not buy till he sees the situation settled. But the man who is cutting the market today is very apt to be the commission man who has no interest in lumber. The wholesalers and manufacturers are not offering stocks indiscriminately.

BALTIMORE

There have been no material changes in the hardwood trade during the last fifteen days. Buyers continue to show a disposition to hold off, and it is largely a case of providing only for immediate and urgent needs, all other business being deferred. If a purchaser really needs a lot of lumber he will buy it, with little or no haggling over the price; but if he has no imperative uses to meet he cannot, as a rule, be prevailed upon to enter into a commitment, regardless of what the figure proposed may be. In the last few days or weeks, of course, a somewhat better feeling has begun to manifest itself, though so far it has progressed little. Indications of an assertion of larger wants can be seen here and there, some of the consumers having resumed operations and finding it necessary to augment their lumber holdings. It is also to be said that certain of the more far-seeing members of the trade are about persuaded that the time has arrived when orders can be placed with a view to enlarging the selections in yards, with a fair prospect that the basis on which such transactions are concluded will make it possible to realize profits. There is a growing belief that prices have worked downward about as low as they can well go unless the producers want to make a positive loss in every transaction; and with many of the mills still shut down the production is only a small part of what may be regarded as normal. Without making any sweeping statements, it is to be said that the beginning of a recovery has been witnessed, with a very fair prospect that the signs will become more definite before long. With the curtailment in the output is to be contrasted the low supply of lumber at practically every point. If there should be anything like a real revival, there seems to be little doubt that a very decided shortage would develop, as buying has been deferred for a long time. The export situation presents an aspect that is no more

FOR SALE Southern Hardwoods OAK, GUM, ASH, ELM, MAPLE, CYPRESS, HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

J. V. Stimson & Co.
OWENSBORO KENTUCKY

Finely Figured Quartered Oak
Soft Textured Plain Oak

also

Poplar	Gum
Hickory	Maple
Elm	Beech
Chestnut	Sycamore
Walnut	Cherry

Cottonwood
Firm Textured White Ash

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky. Campbellsville, Ky.

encouraging than that at home. Buying is to a large extent held in abeyance, and, if anything is wanted, the prospective purchaser usually holds out for a price that is not to be considered.

COLUMBUS

The hardwood trade continues rather quiet in central Ohio territory. Buying on the part of dealers is still very much restricted as a result of the general unsettled conditions. Buying on the part of manufacturing concerns is also limited and as a result the volume of business is curtailed. The tone of the market is not as good as formerly, although an improvement in that way has taken place since the first of the year.

Retail stocks are rather low. With few exceptions stocks are light and badly broken and this is taken as an indication that they will be compelled to enter the market soon. Retailers in the rural sections are looking around the most as their stocks are in worst shape. Indications point to a rather active building season but some builders predict it will be rather late in opening. Architects are busy on plans and specifications for considerable construction work.

Factories are holding off, believing that prices may become lower and on the other hand many of the factories have suspended operations and this is having a marked effect. Box concerns are the best customers at this time. Some orders are received from implement and vehicle concerns. Furniture concerns are not in the market so far.

Prices are still on the downward trend but more strength has developed during the past few weeks. It is realized that price is not the leading question as little stocks could be sold at any price at this time. Inquiries are more numerous than usual, and collections are slightly better. Oak and poplar are the strongest points in the market.

CINCINNATI

Like Barkis, members of the Cincinnati hardwood trade are "willin'" and not fain to believe that the next month will show a better demand. Inquiries coming in are taken as indications that there is going to be some business in the near future. Believing the old axiom that there cannot be smoke without fire, members of the trade believe that the recent inquiries are forerunners of business to come. On this belief the market assumed a firmer tone and prices showed renewed strength. Another fact that lends to the optimism is the fact that retail stocks are reported as low and it is but a natural conclusion that heavy buying can be expected from this quarter almost at any time. The railroads are perhaps the best buyers, but, like all other industries, are buying only for immediate needs. Veneers and panels are very quiet, but it is believed that renewed building activity in the spring will bring this market to a steady basis. Furniture manufacturers are exhausting their old stock and are expected to enter the buying field shortly. The gist of the consensus of opinion of the trade is that while the next few months will bring forth a little better business, real activity in the market is not expected before spring.

INDIANAPOLIS

The demand for hardwoods remains mighty dull in Indianapolis. In fact there is such a small demand that it almost is negligible. But regardless of this fact prices have fallen no lower and the trade here is expecting no lower prices. Among the industries, there can be seen some signs of an increasing activity in business, but these activities are small when compared with a normal volume of business. Some of the manufacturers of talking machine cabinets say they are receiving a few orders, but not sufficient to keep the plants working anything nearly normal. The announcement that some of the large automobile plants may begin quantity production the first of the coming month has caused some increased activity among the body building plants. The handle factories declare there is no business to speak of, because of the lack of demand for brooms, brushes and similar articles.

Buying has been reduced to a minimum. Although some of the plants in question have no extra large stocks on hand, they appear to want to wait until they see business ahead more closely than at the present. They frankly say they do not want their money tied up in stocks with business at its present level no matter how low prices go. The little demand for hardwoods appears to be coming from the retail yards, where some business is being done because of late construction work. This demand is light, however, and is not up to normal.

EVANSVILLE

Things have been rather dull with the hardwood lumber manufacturers of Evansville and southern Indiana during the month of January, and while trade has been a little better than it was during the month of December, the improvement has been very slight. Manufacturers, however, are taking a more hopeful view of the situation and are of the opinion that business will gradually improve during February and that by the first of March there will be a picking up in business. The number of inquiries has increased during the past month. Many of the large mills in southern Indiana and western and northern Kentucky have closed down for the lack of business and the lack of logs. A few of the mills, however, continue to run. Few logs are coming in now from the logging sections of the south and logging operations along Green river in western Kentucky also have slackened up some during the past month. There is

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INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr.....	40,000'
4/4 No. 2 Common.....	115,000'
5/4 1st & 2nds.....	50,000'
5/4 Selects.....	80,000'
5/4 No. 1 Common.....	60,000'
5/4 No. 2 Common.....	200,000'
6/4 1st & 2nds.....	10,000'
6/4 Selects.....	30,000'
6/4 No. 2 Common.....	75,000'
8/4 No. 1 Com. & Btr....	35,000'

SOFT ELM

6 4 No. 2 & Btr.....	90,000'
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HARD MAPLE

4/4 No. 2 & Btr.....	40,000'
5/4 No. 1 & Btr.....	300,000'
5/4 No. 2 Common.....	175,000'
6/4 No. 1 Common.....	20,000'
6/4 No. 2 Common.....	175,000'
8/4 No. 2 Com. & Btr....	150,000'
10/4 No. 2 & Btr.....	60,000'

BASSWOOD

4/4 No. 1 & Btr.....	200,000'
4/4 No. 2 Common.....	200,000'

SOFT MAPLE

4/4 No. 2 & Btr.....	100,000'
6/4 No. 2 & Btr.....	11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT
CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

not much life to the lumber trade and one large manufacturer here stated a few days ago that his firm was making no effort right now to push business, but was simply waiting for the turn in the tide. Lumber stocks remain low and stocks are in many cases badly depleted. For this reason the lumbermen believe that when business does pick up and the demand for lumber gets normal again that the prices are bound to advance. Lumber manufacturers say that the man who has a large stock of lumber on hand and is able to go along in an easy way now, hold his lumber and meet overhead expenses, is going to be fortunate later on when he will be able to get good prices for his products. The fact that the furniture factories and other woodworking plants in Evansville continue to operate on part time lessens the demand for lumber here. The plants have not resumed as quickly as it was believed they would a month or two ago. Collections are fair. Reports from the rural communities say that business is very slack and that farmers are buying very little now. Building operations in most of the towns in southern Indiana are almost at a standstill at the present time, and it is not believed there will be any material improvement before next spring. Contractors believe there will be a fair amount of building in this section during the coming year, although they are not expecting anything like a building boom.

MEMPHIS

The greater portion of January has joined the limbo of the past and yet no material improvement is reported in the hardwood market, so far as manufacturers and distributors at Memphis and in the immediate valley territory are concerned. More inquiries are being received from both domestic and foreign sources and the tone of the market is regarded as somewhat better but the fact remains that business is very quiet and that comparatively few orders are being booked. Most of the buying is confined to more pressing needs of consumers and distributors, which is only another way of saying that shipments are mostly in small quantities, with mixed cars quite a prominent feature, as is usually the case under such conditions.

But, even though there has been little improvement, there is quite general disposition on the part of lumber interests to look hopefully to the future. It is now quite generally conceded that there will probably be comparatively little buying during the remainder of this month or during the month of February. But it is held by some members that the market will develop a more positive trend after March 1, under the stimulus of rather heavier, if somewhat gradual, buying.

Lumber interests are extracting some comfort from the disclosures made at the furniture show at Grand Rapids, Mich., and there is not a little encouragement taken from the more optimistic outlook in practically all lines of industry and commerce.

Two marked features characterize the foreign situation: A decided advance in the rates of exchange, notably the franc and the pound sterling, and a noteworthy reduction, from one dollar to seventy-five cents per hundred weight, in conference ocean freight rates from southern gulf ports. Foreign exchange has shown more strength and activity during the past fortnight than for an almost indefinite period, while ocean freight rates have declined enough to make this an important factor. There has been little complaint among foreign buyers of American hardwoods regarding first cost in America. All of the complaint has had to do with prohibitive exchange rates and high ocean freight rates—factors tending to materially increase the cost of delivering lumber to European buyers. The advance in exchange rates and the decline in ocean freight rates both help to lower this delivered cost and exporters believe that, if there is further improvement in the exchange situation, there will be material increase in foreign buying of southern hardwoods in this country. In this connection, it may be noted that considerable attention is being paid by export interests to the revival of the War Finance corporation at Washington, to the launching of the Federal International Finance Corporation at New Orleans, La., and to steps which are being taken looking to the formation of a similar organization at Chicago for the purpose of stimulating foreign trade through provision of funds with which to make extension of long-term credits. Some members of the trade here frankly regard the export outlook as rather better than that in this country for early revival of business.

There is not the slightest change of policy apparent in the matter of hardwood manufacture. Members of the trade here who have their plants closed down are doing nothing looking to resumption of operation. It may be noted in this connection, too, that the small percentage of manufacturers now attempting to operate their plants are able to make only very modest headway for the reason that weather conditions are proving quite adverse. In the meantime, shipments of hardwood lumber are probably rather larger, on the whole, than the quantity being placed on sticks. This is only another way of saying that stocks, already considerably below normal for this time of the year, are showing a further gradual decrease through excess of shipments over the quantity being manufactured. It can be stated definitely that, in the case of the eighty-seven per cent of southern manufacturers who are not running their mills at the present time, every foot of lumber shipped means a reduction in their holdings. The loss is absolute, because nothing is being made to offset what is being shipped. The only question, therefore, is whether or not the thirteen per cent who are running are producing more lumber daily than they, and the eighty-seven per cent who are closed down, are shipping

daily. Shortage is already beginning to manifest itself in some grades and kinds of lumber. This is notably true of plain red and white oak and plain sap gum in firsts and seconds.

There is no more established market now than there was a fortnight ago. There is less disposition on the part of manufacturers to accept any old price offered but there is no general rule or practice governing the making of prices. Practically every manufacturer is a law unto himself. The conviction has been steadily gaining ground for some time that the market touched bottom before the holidays. The conviction, too, is growing that nothing is to be gained by selling lumber for less than its replacement cost, plus a fair margin of profit, and this conviction is doubtless responsible, in considerable measure, for the failure of the market to register new low levels during the past few days.

Very heavy rains, with some sleet and snow, have characterized weather developments in this territory during the past few days. As a result, comparatively little progress has been made by manufacturers who are continuing their plants in operation. The woods are so wet that very little timber can be cut or hauled while sleet and snow, with low temperatures, have handicapped work at the mills proper. As a result, the mills actually attempting to operate are making only modest headway in the manufacture of southern hardwoods. This is only another way of saying that very little lumber is being placed on sticks daily throughout the valley area.

LOUISVILLE

There has been a decided increase in the number of inquiries received for lumber during the January period over December or November, and a few fair orders are coming in. Some quotations have been asked on lots of hardwoods running as high as a million feet, which would indicate that some of the consuming trades have fair orders in hand, and are feeling rather confident that present hardwood prices are fairly close to rock bottom for the year. It is reported that the best inquiries are now coming from the furniture manufacturers, who are reported to have had very fair sales at the shows. The veneer manufacturers report a slight increase in volume of business, it coming a little slowly, but promising to increase more rapidly as the season advances. So far there have not been many mills started for the year, and production is light, although while shipments are not heavy they are taking some lumber right along. Logging has been very light for months past, and a number of the more prominent hardwood operators are optimistic and looking for a high fall market. Some operators are of the opinion that within three months business will be active and downright good within six months.

ST. LOUIS

Pessimism continues to be the prevailing tone in the market here. There has been no great change in the past two weeks, prices being about the same and business dull.

One lumberman, Mr. Ding, of the Garetson-Greaseon Lumber Company, would not hazard a guess when asked if he thought the bottom had been reached, but said he had made so many bad guesses that he did not like to make any more. Discussing a report that hardwood men are optimistic regarding the future he said if they were they would probably be buying some lumber.

But the inquiry is fairly large and is regarded as more substantial than that of the latter weeks of 1920. No large orders have been placed of late. Local furniture plants are not planning early resumption and the show at Grand Rapids did not produce the good results anticipated.

There is a belief in some quarters that better conditions will prevail shortly and much better business is looked for after March 1.

MILWAUKEE

A better feeling exists in the hardwood lumber trade generally as the result of a more encouraging situation which is developing in the industries using large requirements of hardwoods. While there has not been any startling increase in the demand, the nature and tone of inquiries is better than in the last few months of the old year. This gives hope that something substantial in the direction of orders is to be expected within a short time.

Furniture factories and makers of musical instruments and cabinets, which have been thinning out their orders for several months, are manifesting new interest. The better feeling in the automobile industry growing out of the shows now being held in various large centers of population, is being reflected in a resumption of production which augurs well for the future.

In northern Wisconsin, logging operations are going forward and the operation of mills is being resumed in most sections. Both woods work and mill operations are not on the same extensive scale as a year ago, but it is hardly fair to make such comparisons. Manufacturers are cautious about new production, but with stocks on hand gradually being worked off and in many instances becoming thinned out materially in selection as well as quantity, there seems to be every reason to bring output forward at an increasing rate.

Confidence is expressed that a building movement will start within thirty or sixty days and furnish a considerable volume of requirements of flooring and other building materials.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

We offer COMPLETE STOCK

WISCONSIN OAK

"TRY US"

MAPLE

4/4" No. 1 Com. & Btr..5 cars
4/4" No. 2 Com.....4 cars
5/4" No. 2 Com. & Btr..6 cars
8/4" No. 2 Com. & Btr..4 cars
10/4" No. 2 Com. & Btr..2 cars
16/4" No. 2 Com. & Btr..1 car

BIRCH

4/4" No. 1 Com. & Btr..3 cars
4/4" No. 2 Com.....5 cars
5/4" No. 1 Com. & Btr..3 cars
8/4" No. 2 Com. & Btr..3 cars
8/4" No. 1 Com. & Btr..2 cars
12/4" No. 2 Com. & Btr..1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of

Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

UP-TO-DATE BAND MILLS Now OPERATING
at PELLSTON and MUNISING, MICH.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED POSITION

As general manager of large mill hardwood or pine with chance to invest \$5,000 to \$10,000, by an experienced operator recently cut out. Thorough in all branches of operating including sales and accountancy. Address Box 729, care Hardwood Record.

EMPLOYEES WANTED

WANTED—COMPETENT CYPRESS INSPECTOR

For our Cairo, Illinois, yard. Give references, age, experience and salary wanted. Permanent position. Address GREGERTSEN BROTHERS COMPANY, 1560 McCormick Bldg., Chicago, Ill.

BOOKKEEPER-ACCOUNTANT

Wanted in northern lumber, land and log office in city of nine thousand, northern Wisconsin, double entry. Married man preferred. Experienced only. Give references, age, etc., first letter. Address Box 735, care HARDWOOD RECORD.

WANTED—HARDWOOD INSPECTOR AND BUYER

Wanted—Competent hardwood inspector and buyer to locate in Central West Virginia. Good proposition for right party. Give full reference and advice if now employed and present salary. Address Box 738, care HARDWOOD RECORD.

LUMBER WANTED

WANTED TO BUY

5 cars 4/4 No. 1 Com. & Btr. S. W. Chestnut.
5 cars 6/4 No. 1 Com. & Btr. S. W. Chestnut.
Quote best price delivered Chicago rate.
Address Box 739, care HARDWOOD RECORD.

MOVE YOUR LUMBER

Send your latest stock list with prices attached on any or all items you wish moved; f. o. b. mill prices wanted; full description of stock. Address Box 740, care HARDWOOD RECORD.

WE WANT TO BUY FOR CASH

1/2" to 8/4x10" and wider FAS Qtd. White Oak
4/4x12 and wider FAS Plain White Oak
4/4x 6 and wider FAS Plain White Oak
4/4x 3" and wider No. 1 Com. Plain White Oak
4/4 and 5/4x18" to 23" Panel and No. 1 Poplar
Carload lots each thickness and kind.
Send us your stock and price list.
McLEAN MAHOGANY & CEDAR CO.,
Buffalo, N. Y.

WANTED TO BUY

15,000 pieces plain white or red oak 24/4x 45/8x1/2.
15,000 pieces same 26/4x53/4x1/2.
Dressed both sides. HAY & COMPANY, LTD., Woodstock, Ont., Canada.

WANTED

4 foot Body Hardwood by the cord for fire-wood purposes, in any quantity. Advances made.

TORONTO TIMBER & CORDWOOD CO., LTD.,
95 King St., E. Toronto, Ont., Canada.

LUMBER FOR SALE

HARD MAPLE FOR SALE

10 cars 8/4" No. 1 Com. & Btr. Maple.
CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

WILL CUT TO ORDER

Red and white oak car stock, bridge timbers and switch ties.
FRANK SPANGLER & CO., Kosciusko, Miss.

FOR SALE

1 car FAS 8/4 white oak dry.
1 car 4/4 mill run chestnut worm no defect, dry.
2 cars 4/4 No. 3 oak, dry.
MILLER-WALLACE CO., Madison, Indiana.

FOR SALE

We have a large stock of dry lumber piled in our yard and our band mill is running continually. Let us quote you on anything you may be needing in northern or southern hardwoods or mahogany. WARRAN ROSS LUMBER CO., Jamestown, N. Y.

FOR SALE

10,000' 4/4 and 5/4 log run gum on grade; 30,000' wide tupelo box; 60,000' narrow tupelo box; 70,000' one inch log run white oak; 70,000' one inch log run poplar.
FRANK SPANGLER & CO., Kosciusko, Miss.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

WE WANT BUSINESS

For white and red oak bridge plank, switch ties, car stock, heavy timbers and wagon stock. We have eleven mills that can handle your business promptly. KELLEY LUMBER CO., Wilmet, Ark.

FOR SALE—2 CARS 4/4 TWO & BETTER Oak boards, green.

2 Cars 4/4 two and better gum boards, green. Good widths and thickness; well manufactured stock.
WARREN-GODWIN LUMBER CO., Jackson, Miss.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

Opportunities May Be Found in These Columns for Both Buyer and Seller.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1/4" thick Flitch sawn
42,000' 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

Sixty-five Million feet of cypress, pine, poplar, red and tupelo gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For price and terms apply to owner. DORCHESTER LUMBER COMPANY, Badham, S. C.

FOR SALE

2 cars 6/4 log run sycamore.
2 cars 1 3/16" beech No. 1 & Better.
1 car log run gum.
2 cars 6x8-10 beech draft timbers.
2 cars 7x9 red oak switch ties.
All bone dry stock.
We solicit orders for small mixed wood timbers. A. R. VAN SICKLE & SON, Tamms, Ill.

DIMENSION STOCK WANTED

BLACK WALNUT DIMENSION

Several carloads 2 1/2x2 1/2-30" clear and dry walnut pieces suitable for high grade furniture work.

J. RICHARD JACKSON & BRO.,
Perry Bldg., Philadelphia, Pa.

DIMENSION STOCK FOR SALE

FOR SALE

Oak and Ash Squares, 1x1x20" to 48", 1 1/2x 1 1/2x12" to 38". W. E. VASBINDER, Daleville, Ind.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 1/2" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write
KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

LOG FOR SALE**DOGWOOD LOGS FOR SALE**

One thousand cords dogwood logs eight feet long. D. E. STUDSTILL, MILLTOWN, Ga.

LOGS WANTED**WE WANT TO BUY**

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Second growth white ash logs 10" and up. Cash f. o. b. loading point. CAL BALMER, Bluffton, Ohio.

LOGS WANTED

We want several hundred thousand feet white oak, poplar and walnut logs. What have you to offer. State fully in first letter. P. O. Box 411, Indianapolis, Indiana.

TIES FOR SALE**FOR SALE**

10,000 No. 1 & 2 White Oak Cross Ties. H. M. LONG & SONS, Guntersville, Ala.

REJECT TIES FOR SALE

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

LOGGING EQUIPMENT for SALE**FOR SALE**

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

10,000 PAIR NEW ANGLE BARS AND

Splice bars for all section rails.
10 miles 56- and 60-lb. tee rails.
10 miles 40-lb. tee rails.
5 miles 16- and 20-lb. tee rails.
36 No. 42 Type Kilby 40,000 capacity logging cars; also flat cars.
Locomotives—All types, gauges and sizes.
500,000 feet assorted size wrought-iron and cast-iron water and steam pipe.
Skidders—Log Loaders—Hoisting Engines—Wire Cable and Blocks.
Electric Motors and Generators, all sizes and types.
Sawmill Machinery and Supplies of every kind and character.
200,000-lb. 7/16 B. B. Coil Chains, suitable for logging purposes.
Round and Cylindrical Tanks for storage and other purposes.
2,000 tons new bar iron, round, squares and flats.
Pulleys—Hangers—Shafting—General line of transmission machinery.
Inquiries solicited; everything in stock ready for prompt shipment.

A. MARX & SONS, 643 Tchoupitoulas Street,
New Orleans, La.

TIMBER FOR SALE**FOR SALE**

3 million feet hardwood with 20 H. P. sawmill, 3 miles of R. R. station, \$5000. Half interest, \$2500. McNEEL LUMBER CO., Alamo,

TIMBER FOR SALE

About 15 million feet of hardwood timber on Alabama River and 1 mile from nearest railroad point and three miles from railroad junction. For further information write Dr. D. Cook, Camden, Alabama.

FOR SALE

3,000 acre plantation, including 1,600 acres virgin gum and oak, estimated at 10,000 ft. an acre, Concordia Parish, Louisiana, 1/2 mile from Mississippi River, 1 mile to T. & P. R. R. Will sell timber separate. For price write: M. A. FRISINGER, Fairview, La.

FOR SALE

Valuable timber tract in Franklin County, Tenn., five to seven miles from Winchester, 4,890 acres in fee simple, fine white and red oak, hickory and other hardwoods. Price and terms reasonable. Address THE CANADA WHEEL WORKS, Merriton, Ont., Canada.

FOR SALE—A 400-ACRE BOUNDARY
Of virgin hardwood timber, 2 miles from R. R., consisting of 3 million feet of good merchantable timber, with 20 H. P. mill, 2 good pairs of horses, complete sawmill and logging equipment; also 100,000 feet lumber on sticks ready for shipment. All improvements made. Price \$20,000 for quick sale; good terms. Also another 500 acre boundary 7 miles from R. R. J. H. AND FRED TEAGUE, Elkmont, Tenn.

TIMBER WANTED**WANTED**

10 to 20 million feet virgin hardwood stumpage, mostly or all forked leaf white oak, on or near railroad or on good all-year road to railroad.

Should such timber proposition have on it already a going saw mill or tight stave mill, would consider purchase of whole, both timber and mill. Would buy in fee or stumpage only. Write full particulars.

RAPP LUMBER CO., Pine Bluff, Ark.

MACHINERY FOR SALE**FOR SALE**

60" Band Resaw.
24"x30" Timber Sizer.
American make—90% new—at half price.
L. F. SEYFERT'S SONS, INC.,
437 N. 3rd St., Philadelphia, Pa.

FOR SALE

One overhead log carrier system, including double drum hoist for decking logs. All cable, trolley carrier and blocks.
Three Cleveland Caterpillar Tractors (Cle-tracks).
Eight logging wagons, 8" tread.
One American No. 3 Saw Mill.
One Tower 3 saw edger.
One swing cut-off saw.
One portable wood saw.
Logging tools, chains, cant hooks, tongs, etc.
This equipment was just bought last season and is practically new.
One-third cash—balance will take in hardwood lumber at market price.
EXPRESS BODY CORPORATION, Crystal Lake, Ill.

FOR SALE — GUARANTEED REBUILT

Filing room machinery. Send for monthly mailing list.

GEBOTT MFG. COMPANY, Big Rapids, Mich.

FOR SALE

Linderman 4-ft. machine. For particulars address McKEE REFRIGERATOR COMPANY, 119 Lorimer St., Brooklyn, N. Y.

FOR SALE

2 80 H. P. Boilers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"

FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE—SECOND HAND PIPE

All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, boilers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Hardwood mill in Texas, daily capacity twenty thousand. Can be increased to thirty thousand by installation of steam feed. Timbers consist of red and white oak and red and sap gum. Fifty to one hundred million feet of timbers available at very reasonable stumpage prices. Good railroad facilities. Splendid opportunity. Apply quick. Address all inquiries to P. O. Box 1522, Fort Worth, Texas. Kindly do not reply unless you mean business.

MACHINERY WANTED**WANTED**

Mechanical dryer, Coe or Textile preferred. Address Box 736, care HARDWOOD RECORD.

WANTED

Good second-hand machinery as follows:

1 Planer and Matcher, up to 30".
1 Moulder, to dress up to 12".
1 Band Re-saw.
Give full description and price.
Address Box 734, care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES**WANTED—MILL CONNECTIONS**

Responsible firm selling domestic and export trade desires connection with firms operating band mills to sell output on commission basis. Prefer one largely gum, cypress and oak. Another largely poplar, oak and chestnut. Can help finance to a certain extent or would buy an interest on proper basis. Give full particulars. Address Box 737, care HARDWOOD RECORD.

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Manufacturers & Importers

FOREIGN VENEERS

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CINCINNATI, OHIO

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BEECH
4/4" Log Run, 40% 14" & 16", 75% No. 1 & Btr.
COTTONWOOD
1" Box Bds., 9-17", 40%
14" & 16" Band Sawn
1" FAS. Band Sawn
1" No. 1 Com., Bd. Sawn
1" Log Run, 75% No. 1 & Btr.
RED CYPRESS
1" Select and Better

8/4" Select & Better
4/4" No. 1 Shop
8/4" No. 1 Shop
4/4" No. 1 Common
1" No. 2 Common
8/4" No. 2 Common

YELLOW CYPRESS
4/4" No. 1 Com., 1x10",
60% 14" & 16"
ELM
10/4" Log Run, 75% No. 1 & Better

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

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BASSWOOD 1" 10" & wider, 10,000'
6/4" FAS. Extra Includes 3,500'
Wide15,000'
5/4" Com. & B. 5,000'
1" No. 2 Com. 30,000'
1" No. 1 Com. 40,000'
6/4" No. 2 & No. 3
Common ...60,000'

BROWN ASH
1" No. 2 & Btr. 2 cars
1" Rgh. No. 3 C. 2 cars
SOFT MAPLE
6/4" Log Run. 20,000'
4/4" Log Run. 25,000'
4/4" No. 3. 20,000'

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We Want to Buy for Cash

HARDWOODS

— AND —
WHITE PINE

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TOO LATE TO CLASSIFY

WANTED

Large manufacturer of southern hardwoods, specializing in oak and gum, has exceptional opening for experienced travelling representative of proven ability. Correspondence invited. Give full details. Address Box 741, care HARDWOOD RECORD.

FOR SALE

1 No. 4—6' Maddox Rubbing Machine, new. Never used for commercial purpose. Attractive price. **THE CHAS. PARKER CO.**, Meriden, Conn.

FOR SALE

30" Pony Planer. \$200.00 for quick sale. **JAMESTOWN PANEL CO., INC.**, Jamestown, N. Y.

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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. & A. Railways. State your wants and we will help you find a location. Address

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Land Commissioner, Soo Line Railway
Minneapolis, Minn.

HARDWOODS FOR SALE

ASH

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", good widths and lgths, 4 mos. dry. **BREECE MFG. CO.**, Portsmouth, Ohio.

NO. 1 C. & BTR., white, 4/4-16/4", reg. widths & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

NO. 2 & 3, 4/4-16/4", av. width & lgth. 8 mos. dry. **CORNELIUS LUMBER CO.**, St. Louis, Mo.

NO. 1 C. & BTR., black, 8/4", 18 mos. dry; NO. 1 C., white, 5/4", yr. dry. **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

LOG RUN, 4/4-12/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 2 & BTR., 4/4", all widths & lgths, yr. dry; NO. 1 & BTR., all widths & lgths, 11 mos. dry. **CHAS. GILL LUMBER CO.**, Wausau, Wis.

COM. & BTR., 4/4-12/4". **KRAETZER-CURED LBR. CO.**, Greenwood, Miss.

ALL GRADES, 5/8-16/4". **MALEY & WERTZ LBR. CO.**, Evansville, Ind.

NO. 2 & BTR., 4/4-10/4", good widths & lgths, 4 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

LOG RUN, 4/4", reg. widths & lgths, yr. dry. **J. M. LOGAN LUMBER CO.**, Knoxville, Tenn.

NO. 2 C. & BTR., NO. 3 C., 4/4" each. **MASON-DONALDSON LUMBER CO.**, Rhinelander, Wis.

NO. 1, 2 & 3 C., 4/4"; **FAS. 4/4"; NO. 1 C. & BTR.**, 6/4, 4/4 & 8/4"; **NO. 2 C.**, 6/4, 8/4 & 10/4"; **NO. 2 C.**, 10/4 & 12/4", 15% **NO. 2. A. M. RICHARDSON LUMBER CO.**, Helena, Ark.

NO. 2 C. & BTR., & NO. 3 C., black, 4/4", reg. widths & lgths, dry. **STEARNS & CULVER LUMBER CO.**, L'Anse, Mich.

COM. & BTR., 4/4-16/4", dry. **J. V. STEVENSON & CO.**, Owensboro, Ky.

LOG RUN, 10/4, 12/4 & 16/4"; **NO. 2 C.**, 4/4 & 10/4"; **NO. 3 C.**, 4/4". **STINSON VENEER & LUMBER CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4", reg. widths & lgths., tough texture. **S. B. SCHWARTZ & CO.**, Memphis, Tenn.

NO. 1 C. & BTR., 10/4 & 12/4", reg. widths & lgths., to 8 mos. dry. **SWAIN-ROACH LUMBER CO.**, Seymour, Ind.

NO. 2 C., 4/4"; **LOG RUN**, 8/4 & 10/4", reg. widths & lgths. **WISCONSIN LUMBER CO.**, Chicago, Ill.

NO. 2 C. & BTR., Northern, 4/4-16/4", reg.

width, std. lgth., 2 yrs. dry, good texture. **YEAGER LUMBER CO.**, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. widths & lgths., 6-7 mos. dry; **NO. 1 C.**, 4/4-12/4", reg. widths & lgths., 6-7 mos. dry; **NO. 2 C.**, 4/4-8/4", reg. widths & lgths., 6-7 mos. dry. **JOHN M. WOODS LBR. CO.**, Memphis, Tenn.

BASSWOOD

FAS. 4/4"; NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good widths & lgths., dry. **AMERICAN COLUMB & LUMBER CO.**, Columbus, O.

NO. 2 & BTR., 4/4-16/4", good widths & lgths., 2 yrs. dry. **THE ATLANTIC LUMBER CO.**, Buffalo, N. Y.

SEL. & BTR., 4/4", 6" & wider, 6-16', yr. dry; **NO. 1 C.**, 4/4", 3" & wider, 6-16', yr. dry; **NO. 2 C.**, 4/4", 3" & wider, 4-16', yr. dry; **FAS.**, 5/4", 6" & wider, 8-16', yr. dry; **SEL. & BTR.**, 5/4, 6/4", 6" & wider, 8-16', yr. dry. **BIGELOW-COOPER CO.**, Bay City, Mich.

NO. 1 & BTR., and NO. 2 C., both 4/4"; **NO. 1 & BTR.**, 5/4, 6/4 & 8/4". **W. W. BROWN**, Chicago, Ill.

NO. 1 & BTR., 4/4, 5/4", reg. widths and lgths., yr. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths and lgths., 10-12 mos. dry, full log run; **NO. 2 C.**, 4/4", reg. widths and lgths., 7 mos. dry; **NO. 1 C. & BTR.**, 4/4-5/4", reg. widths and lgths., yr. dry, end dried white. **EAST JORDAN LUMBER CO.**, East Jordan, Mich.

NO. 1 C. & BTR., 4/4", 10" & wider, 6' and longer, 11 mos. dry; **SEL. & BTR.**, 6/4", 4" and wider, 6' and longer, 11 mos. dry; **NO. 2 C. & BTR.**, 4/4", 4" and wider, 4' and longer, 11 mos. dry. **CHAS. GILL LUMBER CO.**, Wausau, Wis.

FAS. SEL. NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4"; **NO. 1 C. & BTR.**, 6/4"; **NO. 2 C. & NO. 3 C.**, both 8/4". **MASON-DONALDSON LUMBER CO.**, Rhinelander, Wis.

FAS. 4/4", 6" & up, reg. lgth., 4 mos. dry; **FAS. 5/4", 5" and up, reg. lgth.**, 4 mos. dry; **NO. 1 C. & NO. 2 C.**, 4/4", 4" and up, reg. lgth., 4 mos. dry; **NO. 2 C.**, 4/4", 3" and up, reg. lgth., 4 mos. dry. **W. M. RITTER LUMBER CO.**, Columbus, Ohio.

FAS. SEL. & NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. widths and lgths., dry. **STEARNS & CULVER LUMBER CO.**, L'Anse, Mich.

LOG RUN, 4/4 & 12/4". **STINSON VENEER & LUMBER CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 4/4". **WOOD-MOSAIC CO.**, Louisville, Ky.

BEECH

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good widths and lgths., dry. **AMERICAN COLUMB & LUMBER CO.**, Columbus, Ohio.

NO. 2 C. & BTR., 5/8", 3" and wider, 4-16', yr. dry; **SEL. & BTR.**, 4/4", 6" and wider, 6-16', yr. dry; **NO. 1 C.**, 4/4", 3" and wider, 6-16', yr. dry; **NO. 2 C.**, 4/4", 3" and wider, 4-16', yr. dry. **BIGELOW-COOPER CO.**, Bay City, Mich.

NO. 1 C. & BTR., 4/4 & 5/4", reg. widths and lgths., 10 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

LOG RUN, 4/4", av. widths., 40% 14 & 16", 5 mos. dry. **CORNELIUS LUMBER CO.**, St. Louis, Mo.

NO. 2 C., 4/4", reg. widths & lgths., 8 mos. dry; **NO. 2 C. & BTR.**, 6/4", reg. widths & lgths., 4-10 mos. dry, full log run. **EAST JORDAN LUMBER CO.**, East Jordan, Mich.

NO. 2 C. & BTR., 4/4-8/4", reg. widths & lgths. **S. B. SCHWARTZ & CO.**, Memphis, Tenn.

LOG RUN, 6/4-8/4", dry. **J. V. STINSON & CO.**, Owensboro, Ky.

LOG RUN, 5/8", reg. widths & lgths., 3-6 mos. dry. **SWAIN-ROACH LUMBER CO.**, Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4", good widths & lgths., dry. **AMERICAN COLUMB & LUMBER CO.**, Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good widths & lgths., 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

SEL. & BTR., 4/4", 6" & wider, 6-16', yr. dry; **FAS. 8/4", 6" & wider, 8-16', yr. dry; NO. 1 C. & BTR.**, 10/4 & 16/4", 6" & wider, 6-16', yr. dry. **BIGELOW-COOPER CO.**, Bay City, Mich.

NO. 1 C., 5/4"; **NO. 1 & BTR.**, 4/4, 5/4, 6/4, 8/4", kiln dried. **W. W. BROWN**, Chicago, Ill.

NO. 2 C. & BTR., 4/4", reg. widths & lgths., 6-10 mos. dry, full log run. **EAST JORDAN LUMBER CO.**, East Jordan, Mich.

SEL. & BTR., 8/4", 5" & wider, 8' & longer, yr. dry. **CHAS. GILL LUMBER CO.**, Wausau, Wis.

SEL. & NO. 1 C., 4/4-8/4"; **NO. 2 C. & NO.**

3 C., 4/4-6/4"; NO. 1 C. & BTR., 10/4-12/4".
MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

COM., Northern, 6/4, 8/4", ran. wdths., reg. lgths., 4 & 5 mos. dry. OSGOOD-CORSON LUMBER CO., Chicago, Ill.
NO. 1 C., NO. 2 C., NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.
NO. 1 C. & BTR., 4/4-8/4", reg. wdths., std. lgths., 1-2 yrs. dry; NO. 2 C., 4/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CEDAR

COM. & BTR., Tenn. red, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

CHERRY

NO. 3 C. & BTR., 4/4-16/4", good wdths., & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C., 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 8/4", good wdths., high av., 14 & 16", dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.
SD. WORMY & NO. 1 C. & BTR., both 4/4", good wdths., fair lgths., 6 mos. dry. W. F. CALE LUMBER CO., Knoxville, Tenn.
SD. WORMY, 4/4", KIMBALL & KOPCKE CO., Knoxville, Tenn.
COM. & BTR., 4/4, 6/4, 8/4", good wdths., extra lgths., 6 mos. dry; SD. WORMY, 4/4", good wdths. & lgths., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
dry; FAS, 4/4", 6" & up, reg. lgth., 3 mos. dry; FAS, 4/4", 6" & up, reg. lgth., 6 mos. dry; FAS, 8/4", 6" & up, reg. lgths., 4 mos. dry; NO. 1 C., 4/4", 4" & up, reg. lgth., 6 mos. dry; NO. 1 C., 5/4, 6/4, 8/4", 4" & up, 3 mos. dry; SD. WORMY, 4/4", 6" & up, reg. lgth., 6 mos. dry; SD. WORMY, 5/4, 8/4", 4" & up, reg. lgth., 4 mos. dry; SD. WORMY, 6/4", 4" & up, reg. lgth., 6 mos. dry. W. M. RITTER LUMBER CO., Columbus, Ohio.
NO. 1 C., 4/4". WOOD-MOSIAC CO., Louisville, Ky.

COTTONWOOD

NO. 1 C. & SEL., 4/4", 50% 14 & 16", 3 mos. dry. BREECE MFG. CO., Portsmouth, O.
FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., 8 mos. dry. W. P. BROWN & SONS LUMBER CO., Louisville, Ky.
NO. 2 C. & BTR., 4/4", GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
BOX BDS., 4/4", 9-17", FAS & NO. 1 C., 4/4", av. width., 40% 14 & 16", 4 mos. dry; LOG RUN, 4/4", av. width., 40% 14 & 16", 4 mos. dry; 75% NO. 1 & BTR. CORNELIUS LUMBER CO.
FAS, 4/4", 13" & up, reg. lgth.; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths.; NO. 1 C., 5/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL. & BTR. & NO. 1 SHOP, red, 4/4, 8/4", av. width., 40% 14 & 16", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
NO. 1 C. & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 2 & BTR., 4/4-8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
TANK, 8/4", good wdths., extra lgths., 6 mos. dry; ALL GRADES, 4/4, 8/4", good wdths., extra lgths., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
SEL. NO. 1 SHOP, NO. 1 C. & NO. 2 C., all 4/4", reg. wdths. & lgths.; NO. 1 C. & NO. 2 C., 6-8-10", reg. lgth.; NO. 2 C., 4/4", 6-8-10-12", reg. lgth. WISCONSIN LUMBER CO., Chicago, Ill.

ELM—SOFT

LOG RUN, 4/4, 6/4, 8/4, 10/4, 12/4"; NO. 2 C., 4/4, 6/4"; NO. 3 C., 4/4, 6/4", all good wdths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, O.
LOG RUN, 5/4, 6/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 & BTR., 4/4, 12/4". W. W. BROWN, Chicago, Ill.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 2 C. & BTR., Southern, 6/4", ran. width. & lgth., 7 mos. dry. JEROME HARDWOOD LUMBER CO., Jerome, Ark.
LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
ALL GRADES, 4/4-12/4". MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
LOG RUN, 12/4", ran. width., reg. lgth., 5 mos. dry. OSGOOD-CORSON LUMBER CO., Chicago, Ill.
NO. 1 SHOP & BTR. 4/4, 16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 10/4". A. M. RICHARDSON LUMBER CO., Helena, Ark.
NO. 2 C. & BTR., 4/4, 8/4". NO. 3 C., 4/4, reg. wdths. & lgths. STEARNS & CULVER LUMBER CO., L'Anse, Mich.
LOG RUN, 4/4, 8/4, 10/4, 12/4" reg. wdths. & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

LOG RUN 8/4", good wdths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, O.
NO. 1 & BTR., 10/4", 5" & wider, 8' & longer, yr. dry. CHAS. GILL LUMBER CO., Wausau, Wis.
NO. 2 C., & BTR., 4/4, 10/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 2 C. & BTR. 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

FAS, 4/4", reg. wdths. & lgths., 3 mos. dry; NO. 1 C. & SEL. & NO. 2 C., 4/4", reg. wdths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, O.
NO. 1 & BTR., 4/4-8/4". W. W. BROWN, Chicago, Ill.
NO. 1 C. & BTR., 50% FAS, 4/4". CHEROKEE LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4"; FAS, figured, 4/4"; NO. 1 C., figured, 4/4". THEO. FATHAUER & CO., Chicago, Ill.
COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
FAS, 6/4", ran. width. & lgth., 5 mos. dry; NO. 1, 4/4, 6/4", ran. wdths. & lgths., 5 mos. dry. JEROME HARDWOOD LUMBER CO., Jerome, Ark.
NO. 1 C. 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH LUMBER CO., Charleston, Miss.
NO. 2 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 1 C., 4/4, 5/4". A. M. RICHARDSON LUMBER CO., Helena, Ark.
NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.
NO. 1 C. & BTR., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—QUARTERED RED

FAS, NO. 1 C. & SEL., & NO. 2 C., all 4/4", reg. wdths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, O.
NO. 1 C. & BTR., 6/4"; NO. 1 C., 6/4". CHEROKEE LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.
COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.
FAS & NO. 1 C., S. N. D., both 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 & BTR., 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
NO. 1 C., 5/4". A. M. RICHARDSON LBR. CO., Helena, Ark.
NO. 1 C. & BTR., 4/4-8/4" reg. wdths. & lgths.; NO. 1 C. & BTR., S. N. D., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4, 5/8, reg. wdths. & lgths., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

GUM—SAP

FAS, NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., pl., all 4/4", reg. wdths. & lgths., 4 mos. dry; BOX BDS., 4/4", 13-17", 75% 14 & 16", 4 mos. dry; FAS, NO. 1 C. & SEL., & NO. 2 C. QTD., all 4/4". BREECE MFG. CO., Portsmouth, O.
NO. 1 & BTR., 4/4-8/4". W. W. BROWN, Chicago, Ill.
NO. 1 C. & BTR. QTD., S. N. D., 4/4, 6/4"; NO. 1 C. & BTR., pl., 6/4". CHEROKEE LBR. CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4"; NO. 1 C. & BTR. QTD., 4/4, 8/4". GEO. C. EHEMANN CO., Memphis, Tenn.
FAS, NO. 1 C. & NO. 2 C. all 4/4". ran. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.
NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 2 & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
FAS, NO. 1 C. & NO. 2 C., 4/4". A. M. RICHARDSON LBR. CO., Helena, Ark.
NO. 2 C. & BTR., pl., 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
COM. & BTR. 4/4-8/4". dry. J. V. STIMSON & CO., Owensboro, Ky.
LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Memphis, Tenn.
NO. 1 C. & FAS, 4/4", reg. width. & lgth., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

GUM—MISCELLANEOUS

BOX BDS., 4/4, tupelo, 13-17" & 9-12", 75% 14 & 16", dry; FAS & NO. 1 C. & SEL., tupelo, 4/4", reg. wdths. & lgths., dry. BREECE MFG. CO., Portsmouth, O.
NO. 1 C. & BTR. pl. & qtd., red, 4/4, 5/4, 8/4"; NO. 2 C. & BTR., tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 2 C. & BTR., black, 4/4", good wdths. & lgths., 4 mos. dry; DOGBDS., NO. 2 C. & BTR., 6/4, 8/4", 4 mos. dry; NO. 2 C. & BTR., tupelo, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
BOX BDS., tupelo, 4/4", 13-17 & 9-12", reg. lgth., 6 mos. dry; LOGRUN, tupelo, 4/4", reg. wdths. & lgths., 6 mos. over dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
COM. & BTR., QTD., S. N. D., 6/4", ran. wdths., reg. lgths., 8 mos. dry. OSGOOD-CORSON LBR. CO., Chicago, Ill.
BOX BDS., narrow and wide. A. M. RICHARDSON LUMBER CO., Helena, Ark.
NO. 2 C. & BTR., tupelo, 4/4-8/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

HACKBERRY

NO. 2 & BTR., 4/4, 5/4, good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.
NO. 2 & BTR., 6/4-10/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
NO. 1 & NO. 2 C., 4/4-16/4", dry. J. V. STIMSON & CO., Owensboro, Ky.
LOG RUN, 8/4", reg. wdths. & lgths., 1-3 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

MAPLE—HARD

NO. 1 C. & BTR., 4/4", high av., wdths. & lgths., dry, 90% hard; NO. 2 C. & BTR., 4/4, 6/4, 8/4", high av., wdths. & lgths., dry, 90% hard. AMERICAN COLUMN & LUMBER CO., Columbus, O.
NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
NO. 1 & BTR., 4/4-12/4". W. W. BROWN, Chicago, Ill.
NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.
FAS, 12/4", yr. dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.
NO. 1 BTR., 8/4", 4" & wider, 6' & longer, yr. dry. CHAS. GILL LBR. CO., Wausau, Wis.
LOG RUN, 5/4, 10/4, 12/4", reg. wdths. & lgths., 1-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 4/4-16/4", reg. width, std. lgth., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN, wormy, no def., 6/4, 8/4, 10/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 2 & BTR. 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
NO. 2 C. & BTR., 4/4", full logrun. MASON-DONALDSON LBR. CO., Rhinelander, Wis.
NO. 2 C. & BTR., 4/4-12/4", reg. wdths. & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

OAK—PLAIN RED

NO. 2 C., & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
NO. 1 C. & NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry. N. Y. COLE LBR. CO., Knoxville, Tenn.
FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.
FAS, NO. 1 C. & NO. 2 C., all 4/4". KIMBALL & KOPCKE LBR. CO., Knoxville, Tenn.
FAS & NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH LBR. CO., Charleston, Miss.
FAS, 4/4"; NO. 1 & BTR., 3/4", pl. A. M. RICHARDSON LBR. CO., Helena, Ark.
LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
ALL GRADES, 5/8-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.
FAS, 3/4-16/4"; NO. 1 & NO. 2 C., 3/4-16/4". J. V. STIMSON & CO., Owensboro, Ky.
NO. 3 C., 4/4"; FAS, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.
FAS & NO. 1 C., 4/4", 5/4", 6/4"; NO. 1 C. & BTR., red & white. WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 2 C. & BTR., 4/4-16/4", reg. width, std. lgth., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4, 5/4", reg. widths & lgths.; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. widths & lgths.; NO. 2 C., 4/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

FAS & NO. 1 C., 4/4", reg. widths & lgths., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

FAS; NO. 1 C., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C., 4/4". A. M. RICHARDSON LBR. CO., Helena, Ark.

ALL GRADES, 4/4", reg. widths & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS & NO. 1 C. & NO. 2 C., 5/8, 8/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO. INC., Louisville, Ky.

FAS, 4/4, 5/4, 6/4", reg. widths & lgths.; NO. 1 C., 4/4, 5/4, 6/4" reg. widths & lgths.; NO. 2 C., 4/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4-16/4", good widths & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS & NO. 1 C., 5/8", reg. widths & lgths., 8 mos. dry; NO. 1 C., 5/8, 4/4, 6/4", reg. widths & lgths., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", good widths & lgths., 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

FAS, 8/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", ran. widths & lgths., 8 mos. dry. Jerome Hardwood Co., Jerome, Ark.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 3/8, 4/4", reg. widths & lgths., 6 mos. dry. LAMB-FISH LBR. CO., Charleston, Miss.

ALL GRADES, 5/8-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 5/8-12/4", reg. widths & lgths., dry; FAS, 5/8-12/4", reg. widths & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 3 C., 4/4", reg. widths & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 5/4"; NO. 1 C., NO. 2 C., both 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. widths & lgths.; NO. 2 C., 4/4", reg. widths & lgths. BEDNA YOUNG & CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4-8/4", good widths & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 5/8, 4/4", reg. widths & lgths., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. widths & lgths., 6 mos. dry. LAMB-FISH LBR. CO., Charleston, Miss.

NO. 2 & BTR., 4/4", good widths & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & SEL., 5/4", 6/4", ran. widths, reg. lgths., 5 mos. dry. Ark band sawn. OSGOOD-CORSON LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4". A. M. RICHARDSON LBR. CO., Helena, Ark.

ALL GRADES, 4/4", reg. widths & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS, 1/2-8/4", dry; NOS. 1 & 2 C., 5/8-8/4", dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 5/4", reg. widths & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 5/8, 3/4, 5/4, 6/4", 4/4"; FAS, 4/4"; NO. 2 C., 4/4, 6/4, 8/4"; CLR. STRIPS, 2 1/2"-5 1/2", 4/4"; NO. 1 C., strips, 4/4", 2 1/2"-5 1/2". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 3/4, 4/4, 6/4", reg. widths & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. widths & lgths.; NO. 2 C., 4/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 1 & BTR., 4/4-8/4", southern. W. W. BROWN, Chicago, Ill.

NO. 2 C. & BTR., pl., 4/4", good widths, fair lgths., 8 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

FAS, pl., R. & W., 60% red, 4/4"; NO. 1 C., pl., R. & W., 60% red, 4/4". CHEROKEE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd., W., 4/4"; NO. 2 C. & BTR., pl. & qtd., red, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., qtd., R. & W., 4/4"; NO. 3 C., pl.,

R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

SD. WORMY, 4/4", mixed R. & W. KIMBALL & KOPCKE CO., Knoxville, Tenn.

NO. 3 C., 4/4, pl., reg. widths & lgths., 6 mos., dry. LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 3 & BTR., 4/4", good widths & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, pl., 4/4-8/4", reg. widths & lgths., yr. dry; COM. & BTR., qtd., 4/4", reg. widths & lgths., yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 2 & BTR., mixed, 12/4", 50% NO. 2. A. M. RICHARDSON LBR. CO., Helena, Ark.

FAS, 4/4", 6" & up, reg. lgths., 6 mos. dry; FAS, 5/4, 8/4", 6" & up, reg. lgths., 4 mos. dry. NO. 1 C., 4/4", 6" & up, reg. lgths., 6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 3 C. & BTR., 4/4-8/4", reg. width & lgth. S. B. SCHWARTZ & CO., Memphis, Tenn.

NO. 1 C. & FAS, pl., 4/4", reg. widths & lgths., dry; NO. 1 C. & FAS, qtd., 4/4, 5/4", reg. widths & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

POPLAR

FAS, 4/4, 5/4, 6/4", over 50% 12" wide, over 70% 14 & 16", very dry, soft yellow, fine texture. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C., 4/4", reg. widths & lgths., 8 mos. dry. W. P. BROWN & SONS LBR. CO., Louisville, Ky.

A. & B. COM., 4/4", good widths, fair lgths., 8 mos. dry; NO. 1 C. & BTR., 4/4", good widths, fair lgths., 8 mos. dry; NO. 2 C. & BTR., 6/4", good widths & lgths., 6 mos. dry. W. F. CALE LBR., Knoxville, Tenn.

COM. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4"; NO. 2 A., 4/4". KIMBALL & KOPCKE CO., Knoxville, Tenn.

FAS, 4/4", 7" & up, reg. lgths., 4 mos. dry; CLR. SAPS, 4/4", 5-9", reg. lgth., 4 mos. dry; NO. 1 C., 4/4", 5" & up, reg. lgths., 6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-8/4", reg. widths & lgths. S. B. SCHWARTZ & CO., Memphis, Tenn.

FAS, NOS. 1 & 2 C., both 4/4-8/4", J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., NO. 2 C., both 4/4". WOOD-MOSAIC CO., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. widths & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, clear sap, 5/8", reg. widths & lgths.; PANEL, 5/8", 18" & up, reg. lgths.; NO. 1 C., 5/8, 4/4, 5/4", reg. widths & lgths.; NO. 2 A. & B., 4/4", reg. widths & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & BTR., 4/4", good widths & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

WALNUT

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; FAS, 16/4", 6" & up, 8-16", 20 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. widths & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. widths & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. widths & lgths., 6-10 mos. dry; NO. 1 C., 12/4", reg. widths & lgths., 15 mos. dry; SEL., 4/4", reg. widths & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. widths & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. widths & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. widths & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. widths & lgths., 8 mos. dry; SEL., 6/4", reg. widths & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

NO. 1 C. & BTR., 1/2", 5/8, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4, 5/4, 6/4, 8/4"; SEL., 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

CLR. OAK, 1 1/2"x1 3/4"-19", 2x2-19", 2x2-38", 1 1/2"x 2 1/2"-40", 1 1/2"x1 3/4"-38 & 40"; OAK POLES, 2x4-4x1-12"; HICKORY AXLES NO. 1, 3 1/2"x4 1/2" to 4 1/2"x5 1/2"-6", mostly 4x5; HICKORY auto rims and billets. C. B. COLBURN, Memphis, Tenn.

HARDWOOD

NO. 3 C., 4/4-8/4", reg. widths & lgths., 3-12 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

FLOORING

CLR. WOLVERINE, 13/16x2 1/4"; NO. 1, 13/16x 2 1/4, 13/16x3 1/4; FACTORY, 13/16x2 1/4, 13/16x3 1/4, 11/16x2 1/4, 11/16x3 1/4. STRABLE LBR.-SALT CO., Saginaw, Mich.

ASH

1/2"-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/8", 6-36", 62-74"; LOG RUN, 1/16", 6-36", 36-86"; LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/18", 6-36", 57-62"; LOG RUN, 1/20", 6-36", 38-96"; LOG RUN, 1/24", 6-36", 92"; LOG RUN, 1/28", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

QTD., 1/2"-1 1/2"; PL., 1/2"-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 1/12", 6-36", 54 & 68"; LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 48-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

SHEET STOCK, white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

POPLAR

1/2"-1 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL LOG RUN, 1/16", 6-36", 74 & 86"; LOG RUN, 1/28", 6-36", 74"; LOG RUN, 1/32", 6-36", 74". CHICAGO MILL & LBR. CO., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/29, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, O.

AEROPLANE grade, steamed, 4/4, 6-9 3/4" wide, std. lgth., 2 yrs. dry. A. J. HIGGINS LUMBER & EXPORT CO., New Orleans, La.

EVERYTHING in walnut veneers, Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSSBANDING AND BACKING

BIRCH

1/48", 58-74", 13-28". CHICAGO MILL & LBR. CO., Chicago, Ill.

CHERRY

1/20"-1 1/2". HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE WANT TO SELL

5-8" Poplar

IF YOU WANT TO BUY

WRITE US

Edward L. Davis Lumber Co.

Fourth and K Streets

WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

Our Experience and Training

In the Hardwood Lumber Industry has
been and is such as will GUARANTEE

Quality, Service, Quantity

ALL THAT WE ASK is a trial and
should the goods furnished and service
rendered be such as would warrant same,
we ask for your valued patronage in

NORTHERN AND SOUTHERN
HARDWOODS

R. R. May Hardwood Co.,

W. P. Brown & Sons Lumber Company
INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 35)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 39)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer
Ft. Wayne, Ind.

(*See page 61)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachud Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, **MISSISSIPPI**

(*See page 12)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

(*See page 55)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 9)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 70)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

(*See page 8)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 10)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page —)

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**
J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 25)

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000.

(*See page —)

Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 60)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 76)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-11-75) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

(*See page 62)

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page —)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

(*See page —) 150,000 ft. 1-4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured
Oak Lumber, Oak Timbers and small Oak Dimension.
For the very best write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE:

PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

MAPLE	Dry	Grn.			
4/4" No. 1 C&B Qtd.....	13M	8M	4/4" No. 2 Common.....	23M	5M
5/4" No. 1 C&B Qtd.....	3M	....	4/4" No. 3 Common.....	26M	....
6/4" No. 1 C&B Qtd.....	3M	....	BEECH		
8/4" No. 1 C&B Qtd.....	24M	....	6/4" No. 2 C&B.....	76M	50M
5/4" No. 1 End Dried Wh. 3M	....	....	5/8" No. 3 Common.....	100M	....
4/4x6" & up No. 1 C&B Pl. ..	20M	....	4/4" No. 3 Common.....	16M	36M
4/4x10" & up No. 1 C&B Pl. ..	20M	....	5/4" No. 3 Common.....	40M	....
6/4" No. 1 C&B.....	50M	....	6/4" No. 3 Common.....	181M	75M
10/4" 1st & 2nds.....	12M	....	BASSWOOD		
6/4" No. 2 C&B Soft.....	53M	2M	4/4" No. 2 C&B.....	258M	76M
4/4" No. 2 Common.....	250M	90M	4/4" No. 2 Common.....	14M	....
5/4" No. 3 Common.....	44M	....	4/4" Piano Key White.....	14M	....
6/4" No. 3 Common.....	200M	130M	5/4" Piano Key White.....	5M	....
8/4" No. 3 Common.....	64M	....	SOFT ELM		
BIRCH			4/4" No. 2 C&B.....	151M	101M
4/4" No. 2 C&B.....	104M	13M	4/4" No. 2 Common.....	14M	....
			8/4" No. 1 C&B.....	48M	....
			12/4" No. 1 C&B.....	13M	34M

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



*Any Time You Get
as Good as the*

RED BOOK

*You can't get any
better credit book.*

It's the real authority to consult on lumber buyers,
wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION

CHICAGO and NEW YORK

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRA' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

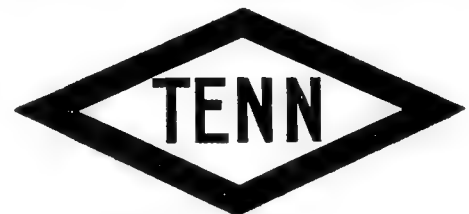
W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

BRISTOL TRIM

DIAMOND TENNESSEE BRAND



GUARANTEED

BRISTOL DOOR & LUMBER CO.

BRISTOL, TENN.

REPRESENTATIVES

J. M. ATTLEY & CO.....Chicago, Ill.

1420 Lumber Exchange

J. W. TURNBULL LUMBER CO.....Philadelphia, Pa.

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J. RAYNER CO. INCORPORATED

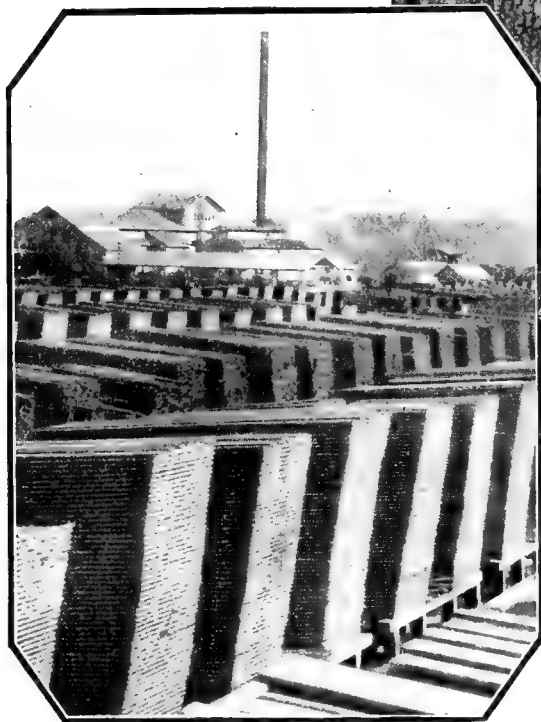
VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

OAKSOLL AVE. AND SHILTON ST.
CHICAGO



A New Hardwood Operation

We desire to announce the inauguration of our hardwood manufacturing operation at Haslam, Texas. This enterprise is founded upon our extensive holdings of exceptionally fine quality Forked Leaf White Oak, together with Red Oak, Gum and other hardwoods of like character. All hardwood products will be marketed through our home office at Kansas City, under the name of

PICKERING
SOUTHERN HARDWOODS

We offer the hardwood trade the same high standard of service, for which the name of Pickering has stood in lumber manufacture for more than forty years. Correspondence invited.

W. R. PICKERING LUMBER COMPANY • KANSAS CITY, U. S. A.

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

Von Platen-Fox Company
IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B.	100,000'
4/4" Curly	8,000'	5/4" No. 1 Com.	40,000'
4/4" Unsel. Com. & Btr.		5/4" No. 2 Com.	100,000'
6" & wider	60,000'	5/4" One face No. 2 C.	73,000'
5/4" Red	3,000'	5/4" No. 3 Com.	100,000'
5/4" Curly	3,000'	8/4" No. 3 Com.	38,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr.	100,000'
10/4" Com. & Btr.	28,000'		

THANE LUMBER COMPANY

MANUFACTURERS

RED GUM, SOFT TEXTURED RED OAK, WILLOW,
CYPRESS, COTTONWOOD, SYCAMORE,
ELM, AND WHITE OAK.

Band Saw Mill

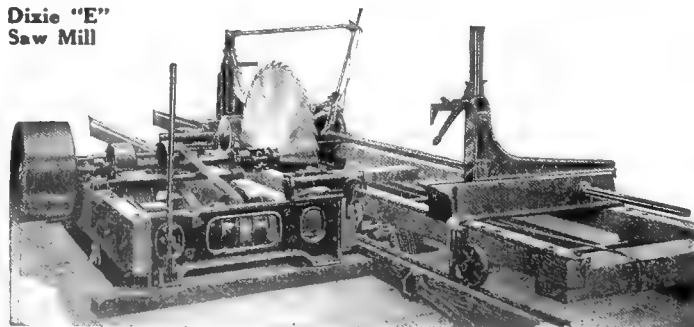
Arkansas City, Arkansas Address Sales Correspondence
Memphis, Tennessee

The **QUALITY** lumber producers.
Honest grades and measurements.
All wide and select stock left in.
None of our grades are manipulated.
Every courtesy and service extended.

The above is our **MOTTO**. Straight, clean grades, National Inspection, band sawed, high quality lumber of extra fine widths, 50' or more 14' and 16' lengths. Our lumber is branded T.

**CAN SURFACE, RESAW OR SHIP MIXED GRADES
CAN KILN DRY STOCK**

Dixie "E"
Saw Mill



**Dixie
Circular Mills**

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich



A Complete Stock Is the Best Guarantee of Quick Shipment

ADMITTEDLY under present conditions the full assortment of our hardwood yards is not entirely a question of consideration for customers. At the same time our mills have proceeded according to a well conceived plan in the preparation of mill stocks on hand. The thought has impressed itself upon us during the past few months that the urgency of buyers' requirements warranted giving every possible assistance to meet emergency calls.

The only way this could be accomplished was to know that our stock was not only full, but well assorted. This effort has resulted in our being able to offer at present our usual immediate service on shipments of any kind, grade, quantity or thickness of high-grade quartered oak, gum, cottonwood and other standard southern hardwoods.

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Our Four
Mills
Produce
200,000
Feet
Daily



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**
Quartered Oak
Chestnut **Basswood**
Oak Flooring

Coal Grove, Ohio, U. S. A.

Mason-Donaldson Lbr. Co.

RIHNELANDER, WISCONSIN

HARDWOODS, Pine & Hemlock Lumber

ASH		BIRCH		ROCK ELM	
4 1/4" No. 2 C&B	75,000'	8 1/4" No. 1 C&B	2 cars	10 1/4" No. 1 C&B	20,000'
1 1/4" No. 3 Com.	35,000'	8 1/4" No. 2 Com.	1 car	12 1/4" No. 1 C&B	65,000'
BASSWOOD		8 1/4" No. 3 Com.		SOFT MAPLE	
4 1/4" F&S	75,000'	4 1/4" to 8 1/4" Selects & No. 1 Com.		8 1/4" No. 2 C&B... 4 cars	
4 1/4" Sel. & No. 1 C	60,000'	4 1/4" to 6 1/4" No. 2 Com.		4 1/4" No. 2 C&B, 75,000'	
4 1/4" No. 2 Com.	84,000'	4 1/4" to 6 1/4" No. 3 Com.		(Full Run of Log)	
1 1/4" No. 3 Com.	15,000'				

Also Pine and Hemlock yard and crating stock

CAREFUL ATTENTION & PROMPT QUOTATIONS MADE ON ALL INQUIRIES
WRITE US ABOUT YOUR WANTS



Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 10, 1921

Subscription \$2.
Vol. L, No. 8

J. H. Bonner & Sons

BAND SAWN
Hardwood
LUMBER

All Grades and Thicknesses

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Memphis, Tennessee

MILLS
Jonquil, Arkansas

J. GIBSON McILVAIN, Jr., President
WALTER B. McILVAIN, V.-President

ESTABLISHED 1798
INCORPORATED 1920

J. Gibson McIlvain Co.

LUMBER

PHILADELPHIA

PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER
will consider the fact that present
prices are lower than manufactur-
ing cost! There is food for thought
in this truth and it presents a big
opportunity for YOU if you buy
on the basis of present market
quotations.

We are specialists in our field of
activity, which means a high stand-
ard of Quality and Service. Our
reputation is founded on accom-
plishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

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L. J. SHANNESSY, Box 88, Grand Rapids, Mich.
J. J. O'BRIEN,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
CHAS. E. BOYCE,
Care Sawyer-Goodman Co., 716 Farwell Bldg., Detroit, Mich.
J. H. SAWTELL, 57 Elm St., Oshkosh, Wis.
C. R. GARVEY, 560 East Drive, Woodruff Place, Indianapolis, Ind.
V. R. GEBHARDT, 2638 Glenmawr Ave., Columbus, Ohio
FRANK M. BETTS, 503 D. S. Morgan Bldg., Buffalo, N. Y.

MARINETTE with both rail and water transportation, excellent labor conditions and a timber
supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

WHILE THE OTHER FELLOW

HESITATES, YOU MAY GUARANTEE THE QUALITY OF YOUR HARDWOOD LUMBER SUPPLY BY GETTING IN TOUCH WITH OUR SALES DEPARTMENT. OUR OPERATIONS ARE BACKED UP BY AN EXPERIENCED PERSONNEL WITH QUALITY AS ITS WATCHWORD. BUY NOW AND SETTLE THE QUESTION OF YOUR SUPPLY OF RAW MATERIALS WHILE YOU CAN GET THE BEST. DON'T WAIT! ACT TODAY!

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S. L. BELKNAP LUMBER & EXPORT CO.,
620-621 GODCHAUX BLDG.
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C. R. ROBINSON
145 LOTHROP AVENUE

Double Band Mills
Arkansas City, Ark.

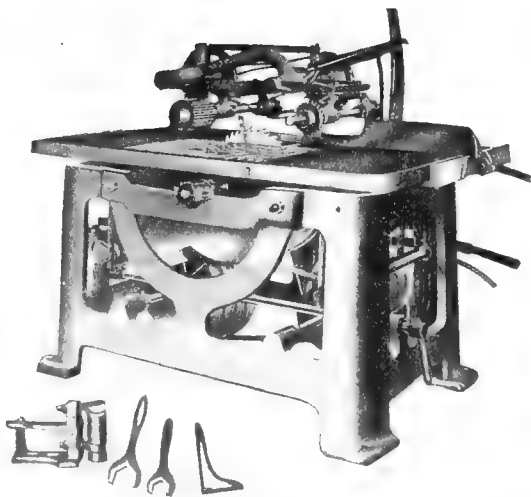


→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade reining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

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The World's Greatest Lumber and Woodworking Center

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Hardwood Lumber*

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HARDWOOD SALES
COMPANY

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SEND US Your
Next Inquiry for

BASSWOOD

4/4" No. 1 & Btr. 5 cars
4/4" No. 2 Common 5 cars
5/4, 6/4, 8/4" No. 1 &
Btr., each 5 cars

BIRCH

5/4" No. 1 C. Kiln Dried. 5 cars
4/4, 5/4, 6/4, 8/4" No. 1
& Btr.

NORTHERN SOFT ELM

4/4 to 12/4" No. 1 & Btr.

RED AND SAP GUM

4/4 to 8/4" No. 1 & Btr.,

HARD MAPLE

4/4 to 12/4 No. 1 & Btr.

SOUTHERN OAK

4/4 to 8/4" No. 1 & Btr.,

CLARENCE BOYLE

ESTABLISHED 1850

INCORPORATED

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN MISS.

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS
HARDWOOD LUMBER

4/4" No. 1 Common Cypress 10 Cars
4/4" Log Run Soft Elm 5 Cars
Each 8/4" and 10/4" Soft Elm 3 Cars
Each 8/4" and 10/4" Soft Maple 2 Cars
4/4" No. 3 Common Gum 10 Cars
4/4" No. 3 Common Oak 10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak. 10 Cars

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118



WHITE OAK

of excellent quality
and expert manufacture.

Also

RED OAK ASH · GUM

All Band Sawn

Produced in our
new hardwood mill at
Little Rock, Arkansas.
The last word in modern
equipment.

We can ship Oak
Flooring, Square-Edged
Parquetry Strips, Trim
and Moldings with
Hardwood lumber—a
service of unusual ad-
vantage to the trade.

Write Now

E. L. BRUCE COMPANY
LITTLE ROCK

HARDWOOD PLANT, Little Rock
FLOORING PLANTS, Little Rock and Memphis

MILL AT
BYNG, MISS.

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DUGAN LUMBER COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

MEMPHIS

TENNESSEE

HOLT
PEORIA-STOCKTON

The "CATERPILLAR" Logger



MORE "Caterpillars" are used in the logging industry than all other makes of tractors combined, because "Caterpillars" meet every requirement, either in the North on the snow and ice, in the Cypress swamps of the South, or the Teakwood forests of foreign lands.

**SKIDDING IN
BURMA, INDIA**

The HOLT Manufacturing Company
Inc.
Peoria, Illinois

Spokane, Wash. New York Office, 50 Church St.
Factories at Stockton, Cal. and Peoria, Illinois

Copy L-11

There is but one **CATERPILLAR** - HOLT builds it.

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER  VENEERS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH		5/4" No. 2 Common..... 46,000'
1 1/2" Sel. & Btr. all 8-10' 13,000'	6/4" No. 2 Common..... 18,000'	8/4" No. 2 Common..... 12,000'
5/4" Sel. & Btr. 15,000'	POPLAR	
6/4" Sel. & Btr. 10,000'	4/4" No. 2 Com. & Btr. 37,000'	ELM
8/4" No. 1 Com. & Btr. 90,000'	8/4" No. 2 Com. & Btr. 7,000'	10/4" No. 2 Com. & Btr. 5,000'
10/4" No. 1 Com. & Btr. 30,000'	COTTONWOOD	
12/4" No. 1 Com. & Btr. 10,000'	4/4" 1s & 2s..... 14,000'	4/4" No. 1 Common..... 10,000'
16/4" No. 1 Com. & Btr. 50,000'	SAP GUM	
4/1" No. 1 Common..... 70,000'	1" No. 1 Common..... 50,000'	1" No. 2 Common..... 50,000'
5/4" No. 1 Common..... 28,000'	PLAIN OAK	
6/4" No. 1 Common..... 30,000'	1" No. 1 Common..... 60,000'	1" No. 2 Common..... 60,000'
8/4" No. 1 Common..... 63,000'		
10/4" No. 1 Common..... 15,000'		
12/4" No. 1 Common..... 13,000'		
14/4" No. 1 Common..... 5,000'		
4/4" No. 2 Common..... 28,000'		

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH		PLAIN RED GUM	
4/4" 1s & 2s.....	2,000'	4/4" Com. & Btr.....	12,000'
5/4" 1s & 2s.....	2,000'	1/4" Com. & Btr.....	65,000'
12/4" Com. & Btr.....	23,000'	6/4" Nc. 1 Common.....	8,000'
16/4" Com. & Btr.....	17,000'	8/4" No. 1 Common.....	5,000'
QUARTERED RED GUM			
4/4" No. 1 Common.....	10,000'	4/4" Com. & Btr.....	11,000'
5/4" No. 1 Common.....	10,000'	5/4" Com. & Btr.....	15,000'
6/4" No. 1 Common.....	13,000'	6/4" Com. & Btr.....	30,000'
8/4" No. 1 Common.....	19,000'	8/4" Com. & Btr.....	50,000'
10/4" No. 1 Common.....	5,000'	SAP GUM	
CYPRESS		4/4" Com. & Btr.....	15,000'
4/4" Shop & Btr.....	50,000'	4/4" Com. & Btr.....	225,000'
5/4" Shop & Btr.....	45,000'	6/4" Com. & Btr.....	57,000'
6/4" Shop & Btr.....	20,000'	8/4" Com. & Btr.....	30,000'
4/4" No. 1 Common.....	17,000'	6/4" No. 2 Common.....	38,000'
5/4" No. 1 Common.....	8,000'	8/4" No. 2 Common.....	11,000'
6/4" No. 1 Common.....	6,000'	QTD. GUM, S. N. D.	
ELM		8/4" No. 2 Common.....	50,000'
4/4" Log Run.....	6,000'	PLAIN RED OAK	
6/4" Log Run.....	12,000'	4/4" 1s & 2s.....	33,000'
8/4" Log Run.....	13,000'	5/4" 1s & 2s.....	60,000'
12/4" Log Run.....	19,000'	6/4" 1s & 2s.....	17,000'

Welsh Lumber Company

SAP GUM		POPLAR	
1/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Com. & Btr.	6 cars
6/4" No. 1 Common.....	1 car	8/4" No. 2 Com. & Btr.	5 cars
8/4" No. 1 Com. & Btr.	5 cars	HICKORY	
QUARTERED RED GUM, SND.		6/4" No. 2 Com. & Btr.	3 cars
4/4" No. 1 Com. & Btr.	1 car	8/4" No. 2 Com. & Btr.	5 cars
8/4" No. 1 Com. & Btr.	4 cars	SOFT MAPLE	
QUARTERED RED GUM		8/4" No. 2 Com. & Btr.	3 car
4/4" No. 1 Com. & Btr.	2 cars	10/4" No. 2 Com. & Btr.	5 car
8/4" No. 1 Com. & Btr.	3 cars	12/4" No. 2 Com. & Btr.	2 car
QUARTERED WHITE OAK		ELM	
4/4" No. 1 Com. & Btr.	2 cars	8/4" No. 2 Com. & Btr.	1 car
QUARTERED RED OAK		10/4" No. 2 Com. & Btr.	4 cars
4/4" No. 1 Com. & Btr.	4 cars	12/4" No. 2 Com. & Btr.	2 cars
ASH		SYCAMORE	
8/4" No. 2 Com. & Btr.	3 cars	4/4" No. 2 Com. & Btr.	3 cars
10/4" No. 2 Com. & Btr.	5 cars	5/4" No. 2 Com. & Btr.	2 cars
12/4" No. 2 Com. & Btr.	7 cars		
ANY AMOUNT	ANY KIND	ANY TIME	

ANY AMOUNT ANY KIND ANY TIME

S. B. Schwartz & Company

201 Central Bank Building

Mills, Booneville, Miss.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/1" No. 1 Com. & Btr. 1 car	6/4" No. 1 Common..... 2 cars
5/1" 1s & 2s..... 1 car	8/4" No. 1 Common..... 2 cars
5/4" No. 1 Com. & Btr. 1 car	10/4" No. 1 Common..... 1 car
6/4" No. 1 Com. & Btr. 2 cars	12/4" No. 1 Common..... 1 car
8/1" No. 1 Com. & Btr. 3 cars	16/4" No. 1 Common..... 5,000'
10/4" No. 1 Com. & Btr. 2 cars	4/4" No. 2 Common..... 2 cars
12/4" No. 1 Com. & Btr. 2 cars	5/4" No. 2 Common..... 1 car
16/4" No. 1 Com. & Btr. 1 car	6/4" No. 2 Common..... 1 car
4/4" No. 1 Common..... 1 car	8/4" No. 2 Common..... 1 car
5/4" No. 1 Common..... 3 cars	4/4" No. 3 Common..... 6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

QUARTERED WHITE OAK		PLAIN RED AND WHITE OAK	
4/4" FAS..... 183,000'	4/4" C. & B. Sd. Wmy. 183,000'	4/4" No. 2 Common..... 18,000'	
4/4" No. 1 Common..... 184,000'	QUARTERED RED GUM		
4/4" No. 2 Common..... 33,000'	4/4" FAS..... 11,000'	4/4" No. 1 Common..... 26,000'	8/4" Com. & Btr. 12,000'
6/4" FAS..... 18,000'	4/4" No. 1 Common..... 15,000'	10/4" Com. & Btr. 35,000'	
6/4" No. 1 Common..... 15,000'	PLAIN WHITE OAK		
4/4" FAS..... 33,000'	4/4" No. 1 Common..... 139,000'	4/4" FAS..... 10,000'	
4/4" No. 1 Common..... 139,000'	5/4" FAS..... 2,500'	4/4" No. 1 Common..... 48,000'	
5/4" No. 1 Common..... 2,500'	6/4" No. 1 Common..... 2,000'	PLAIN SAP GUM	
PLAIN RED OAK		4/4" FAS..... 40,000'	
4/4" FAS..... 87,000'	4/4" No. 1 Common..... 85,000'	4/4" No. 2 Common..... 38,000'	
4/4" No. 1 Common..... 138,000'	4/4" No. 2 Common..... 59,000'	5/8" Log Run..... 82,000'	
4/4" No. 2 Common..... 59,000'	QUARTERED RED OAK		
4/4" FAS..... 20,000'	4/4" No. 2 Common..... 11,000'	4/4" No. 2 Com. & Btr. 28,000'	
4/1" No. 1 Common..... 53,000'	5/4" No. 2 Common..... 11,000'	6/4" No. 2 Com. & Btr. 45,000'	
1/1" No. 2 Common..... 11,000'	5/4" Com. & Btr. 8,500'	10/4" No. 2 Com. & Btr. 10,000'	
5/4" No. 2 Common..... 8,500'	QTD. RED AND WHITE OAK		
4/4" C. & B. Sd. Wmy. 29,000'	4/4" Log Run..... 10,000'	12/4" Log Run..... 4,000'	

Ferguson & Palmer Company

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

438 RANDOLPH BUILDING

WHITE ASH (Firm Textured)		8/4" No. 1 Com & Btr. 175,000'
4/4" No. 1 Common.....	49,000'	QUARTERED RED GUM
4/4" No. 2 Common.....	29,000'	8/4" FAS..... 35,000'
5/4" No. 1 Common.....	15,000'	8/4" No. 1 Common..... 35,000'
5/4" No. 2 Common.....	30,000'	PLAIN RED GUM
COTTONWOOD		4/4" No. 1 Common..... 289,000'
1/4" FAS, 6-12".....	100,000'	5/4" No. 1 Common..... 45,000'
1/4" FAS, 13" & up.....	15,000'	6/4" No. 1 Common..... 13,500'
4/4" No. 1 Common.....	100,000'	SOFT MAPLE
4/4" No. 2 Common.....	45,000'	(Spot Worms No Defect)
YELLOW CYPRESS		6/4" No. 2 Com. & Btr. 39,000'
1/4" No. 1 Shop.....	150,000'	8/4" No. 2 Com. & Btr. 267,000'
1/4" No. 1 Common.....	300,000'	10/4" No. 2 Com. & Btr. 128,000'
4/4" No. 2 Common.....	250,000'	12/4" No. 2 Com. & Btr. 98,000'
4/4" No. 1 Shop & Btr.	300,000'	QUARTERED WHITE OAK
5/1" Selects.....	15,000'	4/4" No. 1 Common..... 100,000'
5/4" No. 1 Shop.....	60,000'	PLAIN RED OAK
5/1" No. 1 Shop & Btr.	200,000'	4/1" No. 1 Common..... 360,000'
ELM		5/4" No. 1 Common..... 105,000'
8/1" Log Run.....	185,000'	6/4" No. 1 Common..... 6,000'
10/1" Log Run.....	15,000'	QUARTERED RED OAK
12/1" Log Run.....	45,000'	4/4" No. 1 Common..... 14,000'
SAP GUM		SYCAMORE
4/4" No. 1 Common.....	172,000'	4/1" No. 2 Com. & Btr. 23,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

MANUFACTURERS AND WHOLESALERS

Regular Widths and Lengths

ASH		RED GUM	
10/4" No. 1 C&B, 4 mo.	14,000'	8/4" No. 1 C&B, 14 mo.	14,000'
6/4" No. 1 C&B, 4 mo.	35,000'	6/4" No. 1 C&B, 6 mo.	75,000'
4/4" No. 2, 4 mo.	50,000'	4/4" No. 1 C&B, 6 mo.	75,000'
COTTONWOOD		QTD. RED GUM, S. N. D.	
4/4" RE, 13-17", 6 mo.	45,000'	8/4" No. 1 Com., 14 mo.	15,000'
4/4" FAS, 13" & wider,		PLAIN SAP GUM	
6 mo.	16,000'	8/4" No. 1 Com., 14 mo.	14,000'
4/4" FAS, 6 mo.	60,000'	6/4" Com. & Btr., 6 mo.	200,000'
4/4" No. 1 Com., 6 mo.	150,000'	5/4" Com. & Btr., 6 mo.	150,000'
4/4" No. 2 Com., 6 mo.	160,000'	5/4" & 6/4" No. 2, 6 mo.	75,000'
ELM		4/1" Com. & Btr., 6 mo.	200,000'
11/4" Log Run, 6 mo.	16,000'	4/4" No. 2, 6 mo.	100,000'
10/4" Log Run, 6 mo.	35,000'	SOFT MAPLE	
8/4" Log Run, 6 mo.	35,000'	8/4" Log Run, 10 mo.	17,000'
6/4" Log Run, 6 mo.	14,000'	10/4" Log Run, 12 mo.	13,000'

Johnson Bros. Hardwood Co.

(OUR NAME IS EASY TO REMEMBER)

1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		8/4" No. 1 Common	26,000'
6/4" No. 1 Common	17,000'	4/4" Sound Wormy	41,000'
QUARTERED SAP GUM		QUARTERED WHITE OAK	
8/4" FAS	18,000'	4/1" FAS	10,300'
8/4" No. 1 Common	11,000'	5/4" FAS	11,000'
PLAIN SAP GUM		6/4" FAS	15,100'
7/4" FAS	6,000'	4/4" No. 1 Common	11,000'
4/4" No. 1 Common	59,000'	5/4" No. 1 Common	14,200'
5/4" No. 1 Common	24,700'	6/4" No. 1 Common	28,600'
5/4" No. 2 Common	18,700'	8/4" No. 1 Common	15,100'
PLAIN RED OAK		1/4" No. 2 Common	31,000'
10/4" FAS	15,000'	5/4" No. 2 Common	8,500'
4/4" No. 1 Common	32,000'	6/4" No. 2 Common	8,000'
5/4" No. 1 Common	15,000'	POPLAR	
6/4" No. 1 Common	21,200'	4/4" No. 1 Common	56,000'
8/4" No. 1 Common	16,000'	6/4" No. 1 Common	35,000'
10/4" No. 1 Common	31,000'	1/4" No. 2 Common	16,000'
4/4" No. 1 Common	60,000'	7/4" No. 2 Common	16,500'
5/4" No. 1 Common	25,000'	6/4" No. 2 Common	9,000'
6/4" No. 1 Common	13,000'	8/4" No. 2 Common	52,000'

Goodlander-Robertson Lbr.Co.

HIGH class band sawn Mississippi Delta Red Gum; extra nice widths, mostly 14' and 16' lengths. Prices F. O. B. mill. Cruger, Miss.

30,000 Ft.	4/4" 1st & 2nds Plain Sap Gum	\$38.00
100,000 Ft.	4/4" No. 1 Com. Plain Sap Gum	23.00
200,000 Ft.	4/4" No. 1 Com. & Btr. Plain Sap Gum	28.00 & \$45.00
150,000 Ft.	6/4" No. 1 Com. & Btr. Pl Sap Gum	28.00 & 45.00
10,000 Ft.	4/4" No. 1 C. & B. Qtd. Red Gum, SND.	30.00 & 45.00
50,000 Ft.	5/4" No. 1 C. & B. Qtd. Red Gum, SND.	33.00 & 50.00
50,000 Ft.	6/4" No. 1 C. & B. Qtd. Red Gum, SND.	35.00 & 50.00
200,000 Ft.	8/4" No. 1 C. & B. Qtd. Red Gum, SND.	38.00 & 52.00
100,000 Ft.	10/4" No. 1 C. & B. Qtd. Red Gum, SND.	45.00 & 65.00
70,000 Ft.	4/4" 1st & 2nds Plain Red Gum	22.00
75,000 Ft.	4/4" No. 1 Com. Plain Red Gum	45.00
50,000 Ft.	5/4" No. 1 Com. Plain Red Gum	50.00
75,000 Ft.	4/4" No. 1 Com. & Btr. Qtd. Red Gum	60.00 & 90.00
30,000 Ft.	5/4" No. 1 Com. & Btr. Qtd. Red Gum	65.00 & 95.00
30,000 Ft.	6/4" No. 1 Com. & Btr. Qtd. Red Gum	65.00 & 95.00
100,000 Ft.	8/4" No. 1 Com. & Btr. Qtd. Red Gum	70.00 & 100.00
50,000 Ft.	4/4" 13" to 17" Sap Gum Box Boards	75.00
250,000 Ft.	4/4" 5/4" & 6/4" No. 2 Com. Sap Gum	15.00
50,000 Ft.	5/4" & 6/4" No. 3 Com. Gum	10.00

Moyer-Shafer Hardwood Co.

PLAIN SAP GUM

1 1/2" Nos 1 & 2 Panel	
18" & up	15,000'
4/4" Nos 1 & 2 Panel	
13-17"	25,000'
1/4" No 1 Com & Sel	50,000'
1/4" No 2 Common	50,000'
1/4" No 3 Common	50,000'
5/4" Nos 1 & 2	50,000'
5/4" No 1 Com & Sel	50,000'
5/4" No 2 Common	50,000'
5/4" No 3 Common	50,000'
6/4" Nos 1 & 2	50,000'
6/4" No 1 Com. & Btr	50,000'
6/4" No 2 Common	50,000'
6/4" No 3 Common	50,000'

PLAIN RED GUM

4/1" No. 1 Com. & Btr.	50,000'
4/4" No. 2 Common	50,000'
5/4" No. 2 Common	50,000'
5/4" No. 1 Com. & Btr.	50,000'
6/4" No. 1 Com. & Sel.	50,000'
6/4" No. 2 Common	50,000'

QUARTERED RED GUM

4/4" Nos. 1 & 2	25,000'
1/4" No. 1 Com. & Btr.	50,000'
5/4" Com. & Btr.	50,000'
6/4" Com. & Btr.	50,000'
8/4" Com. & Btr.	30,000'

PLAIN RED OAK

4/4" Com. & Btr.	30,000'
4/4" No. 2 Common	50,000'
1/4" No. 3 Common	50,000'

Geo. C. Brown & Co.

ASH
10/4" Com. & Btr. 100,000'
5/4" No. 1 Common 50,000'

COTTONWOOD
4/4" No. 1 Common 100,000'

ELM
8/4" Log Run 75,000'

10/4" Log Run 50,000'

12/4" Log Run 50,000'

16/4" Log Run 15,000'

PLAIN RED GUM
4/4" FAS 14,000'

4/4" No. 1 Common 50,000'

QUARTERED RED GUM
8/4" Com. & Btr. 40,000'

QTD. RED GUM, SND.
6/4" Com. & Btr. 100,000'

8/4" Com. & Btr. 125,000'

10/4" Com. & Btr. 200,000'

12/4" Com. & Btr. 150,000'

PLAIN SAP GUM
4/4" No. 1 Common 100,000'

5/4" No. 1 Common 75,000'

4/4" No. 2 Common 100,000'

QUARTERED WHITE OAK
4/4" FAS 30,000'

5/4" FAS 50,000'

6/4" FAS 25,000'

4/4" No. 1 Common 100,000'

5/4" No. 1 Common 100,000'

6/4" No. 1 Common 150,000'

PLAIN WHITE OAK
4/4" FAS 20,000'

4/4" No. 1 Common 100,000'

QUARTERED RED OAK
6/4" No. 1 Common 100,000'

5/4" FAS 50,000'

4/4" No. 1 Common 75,000'

5/4" No. 1 Common 75,000'

PLAIN RED OAK
4/4" Com. & Btr. 150,000'

5/4" Com. & Btr. 80,000'

6/4" Com. & Btr. 80,000'

4/4" No. 3 Common 100,000'

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards	2 cars
4/4" 9 to 12 Box Boards	2 cars
4/4" FAS	5 cars
4/4" No. 1 Com.	8 cars
4/4" No. 2 Com.	4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

ASH
8/4", 10/4" & 12/4" Com. 348,000'
& Better 17,000'
6/4" No. 2 Common 96,000'
5/8" No. 2 Com. & Btr 32,000'

CYPRESS
6/4" Log Run 152,000'
5/4" Com. & Btr. 119,000'
4/4" Sel. & Btr. 10,000'
4/4" No. 1 Common 13,000'

POPLAR
8/4" FAS 20,000'
8/4" No. 1 Common 98,000'
4/4" Box Bds., 9-12" 20,000'
4/4" No. 1 Common 81,000'
4/4" No. 2 Common 108,000'

ELM
4/4" No. 1 & No. 2 Com. 30,000'
6/4" Log Run 31,000'
8/4" Log Run 47,000'
10/4" Log Run 80,000'
12/4" Log Run 62,000'

SOUND WORMY OAK
4/4" Com. & Btr. 225,000'

SYCAMORE
10/4" Log Run 184,000'
6/4" Log Run 12,000'
4/4" No. 1 & No. 2 Com. 18,000'

PECAN
8/4" Log Run 10,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"
DRY STOCK READY FOR PROMPT SHIPMENT

FIGURED RED GUM
4/1" No. 1 Com. & Btr. 3 cars

SAP GUM
4/4" FAS 2 cars
4/4" FAS, 13" & up. 2 cars
4/4" Box Boards, 13-17" 3 cars
5/4" FAS 1 car
8/4" Com. & Btr. 3 cars
4/4" No. 1 Common 4 cars
4/4" No. 2 Common 8 cars
5/4" No. 2 Common 10 cars
6/4" No. 2 Common 1 car
8/4" No. 2 Common 1 car

PLAIN RED GUM
4/4" FAS 1 car
5/4" FAS 3 cars
4/4" No. 1 Com. & Btr. 6 cars

4/4" No. 1 Common 3 cars
5/4" No. 1 Common 5 cars
8/4" No. 1 Common 1 car
4/4" No. 2 Common 3 cars

QUARTERED RED GUM
4/4" Com. & Btr. 3 cars
5/4" FAS 2 cars
4/4" Com. & Btr. 5 cars
6/4" Com. & Btr. 4 cars
8/4" Com. & Btr. 3 cars
5/4" No. 1 Common 3 cars

SOFT ELM
4/4" Log Run 1 car
5/4" Log Run 1 car
6/4" Log Run 2 cars
8/4" Log Run 2 cars
12/4" Log Run 2 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percv. Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Write or wire for prices
We can furnish Kiln Dried stock

SOFT ELM
4/4" Log Run 2 cars
8/4" Log Run 3 cars
10/4" Log Run 2 cars

PLAIN RED GUM
4/4" 1s & 2s 4 cars
6/4" 1s & 2s 3 cars
4/4" No. 1 Common 7 cars
6/4" No. 1 Common 3 cars
5/4" Com. & Btr. 1 car

SAP GUM
4/4" 1s & 2s 5 cars
6/4" 1s & 2s 2 cars
4/4" No. 1 Common 9 cars
6/4" No. 1 Common 5 cars
4/4" No. 2 Common 4 cars

6/4" No. 2 Common 2 cars
5/8" 1s & 2s 2 cars
5/8" No. 1 Common 3 cars
4/4" Box Bds., 9-12" 3 cars

QRTD. GUM, SND.
8/4" Com. & Btr. 2 cars
6/4" Com. & Btr. 1 car
QUARTERED RED GUM
6/4" Com. & Btr. 2 cars
8/4" Com. & Btr. 2 cars

PLAIN RED OAK
4/4" 1s & 2s 5 cars
5/4" 1s & 2s 1 car
4/4" No. 1 Common 6 cars
5/4" No. 1 Common 2 cars
4/4" No. 2 Common 3 cars

Dacus-Richards Hardwood Co.

PLAIN RED GUM
1/1" FAS 16,000'
4/4" No. 1 Common 102,000'

QUARTERED RED GUM
1/1" FAS 32,000'
1/1" No. 1 Common 157,000'

QTD. RED GUM, SND.
8/1" Com. & Btr. 72,000'
8/1" No. 1 Common 28,000'

SAP GUM
1/1" FAS 39,000'
4/4" No. 1 Common 160,000'
1/1" 1s & up Panel 25,000'

BLACK GUM
1/1" Log Run 41,000'

QUARTERED BLACK GUM
4/1" Log Run 14,000'

QUARTERED WHITE OAK
1/1" FAS 28,000'
1/2" No. 1 Common 24,000'
3/4" No. 1 Common 30,000'
1/1" No. 1 Common 106,000'
4/4" No. 2 Common 132,000'

QUARTERED RED OAK
1/1" FAS 34,000'
4/4" No. 1 Common 124,000'
1/1" No. 2 Common 72,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK
5/8" No. 1 Common 2 cars
1/1" 1s & 2s 2 cars
1/1" No. 1 Common 5 cars
1/1" No. 2 Common 2 cars
1/1" Com. Strips 2 cars

PLAIN RED OAK
3/4" No. 1 Common 1 car
3/4" No. 2 Common 1 car
1/1" No. 1 Common 2 cars
1/1" No. 2 Common 2 cars

PLAIN WHITE OAK
1/1" 1s & 2s 1 car
1/1" No. 1 Common 1 car
1/1" No. 2 Common 2 cars

MIXED OAK
1/1" No. 3 Common 3 cars
1/1" No. 3 Common 1 car
1/1" Sound Wormy 2 cars
1/1" Sound Wormy 1 car

PLAIN BLACK GUM
6/4" No. 1 Com. & Btr. 3,000'
1/1" No. 1 Com. & Btr. 2 cars

QUARTERED BLACK GUM
8/1" No. 1 Com. & Btr. 2 cars

QUARTERED RED OAK
8/1" No. 2 Com. & Btr. 6,000'

PLAIN SAP GUM
5/8" No. 1 Com. & Btr. 3 cars
7/8" No. 2 Common 2 cars
4/4" No. 2 Common 1 car
6/4" 1s & 2s Dog Boards 2 cars

QTD. RED GUM, SND.
4/4" No. 1 Com. & Btr. 3 cars
5/4" No. 1 Com. & Btr. 3 cars
6/4" No. 1 Com. & Btr. 3 cars
8/1" No. 1 Com. & Btr. 5 cars

PLAIN RED GUM
1/4" No. 1 Com. & Btr. 3 cars

QUARTERED RED GUM
4/1" No. 1 Com. & Btr. 2 cars
6/1" No. 1 Com. & Btr. 2 cars
8/1" No. 1 Com. & Btr. 2 cars

CYPRESS
4/4" No. 1 Shop. 2 cars

ELM
6/1" No. 2 Common 1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD
4/4" Com. & Btr., 6 mo. 1 car

RED GUM
5/8" Com. & Btr., 6 mo. 1 car
4/4" 1s & 2s, 6 mo. 1 car
4/4" No. 1 Com., 6 mo. 5 cars

SAP GUM
5/8" 1s & 2s, 4 mo. 4 cars
5/8" No. 1 Com., 4 mo. 2 cars
4/4" 1s & 2s, 4 mo. 1 car
4/4" No. 1 Com., 4 mo. 2 cars

QTD. RED GUM
8/4" 1s & 2s, 6 mo. 1 car

8/4" No. 1 Com., 6 mo. 1 car
6/4" Com. & Btr., 4 mo. 1 car

SOFT MAPLE
6/4" Log Run, 6 mo. 1 car

RED OAK
4/4" 1s & 2s, 6 mo. 4 cars
4/4" No. 1 Com., 6 mo. 5 cars
3/4" Com. & Btr., 4 mo. 1 car

WHITE OAK
4/4" 1s & 2s, 6 mo. 2 cars
4/4" No. 1 Com., 6 mo. 5 cars

QTD. WHITE OAK
4/4" Com. & Btr., 6 mo. 1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects.	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects.	5 mos. dry	83,000'
6/4" F&S	6 mos. dry	48,000'
6/4" No. 1 Common & Selects.	6 mos. dry	94,000'
8/4" F&S	7 mos. dry	63,000'
8/4" No. 1 Common & Selects.	7 mos. dry	137,000'
10/4" F&S	6 mos. dry	33,000'
10/4" No. 1 Common & Selects.	6 mos. dry	81,000'
12/4" No. 1 Common & Selects.	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4/4" Log Run	17,000'	5/4" No. 2 Common	11,000'
8/4" Log Run	5,000'	6/4" No. 1 Com. & Btr.	12,000'
10/4" Log Run	11,000'	4/4" No. 1 Com. & Btr.	25,000'
COTTONWOOD			
4/4" Com. & Btr.	26,000'	QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	53,000'	4/4" Nos. 1 & 2	17,000'
6/4" Shop & Btr.	90,000'	4/4" No. 1 Common	19,000'
ELM			
4/4" Log Run	10,000'	1/1" No. 2 Common	27,000'
8/4" Log Run	10,000'	6/4" No. 1 Com. & Btr.	12,000'
RED GUM			
4/4" Nos. 1 & 2	12,000'	8/4" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Common	15,000'	SOFT MAPLE	
4/4" No. 2 Common	11,000'	4/4" Log Run	29,000'
SAP GUM			
4/4" Nos. 1 & 2	10,000'	12/1" Log Run	75,000'
4/4" No. 1 Common	160,000'	4/4" No. 1 Common	19,000'
4/4" No. 2 Common	75,000'	4/4" Log Run	160,000'
8/4" No. 2 Common	20,000'	4/4" Sound Worn	12,000'
PLAIN RED OAK			
4/4" No. 1 Com. & Btr.	24,000'	12/1" Log Run	75,000'
4/4" No. 2 Common	11,000'	RED AND WHITE OAK	
4/4" No. 1 Com. & Btr.	25,000'	4/4" Log Run	160,000'
PLAIN WHITE OAK			
4/4" No. 1 Com. & Btr.	25,000'	4/4" Sound Worn	12,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

Regular Widths and Lengths			
5/4" SAP GUM	Nos. 1 & 2	10/4" Log Run	17,000'
5/4" No. 1 Common		10/4" MAPLE	Log Run
4/4" No. 1 Common		10/4" ASH	No. 1 Com. & Btr.
4/4" No. 1 Common		12/4" No. 1 Com. & Btr.	
RED GUM			
5/4" Nos. 1 & 2		POPLAR	
5/4" No. 1 Common		4/4" No. 1 Com. & Btr.	
QUARTERED RED GUM			
4/4" Nos. 1 & 2		8/4" No. 1 Com. & Btr.	
5/4" No. 1 Common		4/4" No. 1 Com. & Btr.	
5/4" No. 1 Common		5/4" No. 1 Com. & Btr.	
6/4" No. 1 Common		PLAIN RED OAK	
6/4" No. 1 Common		4/4" No. 1 Com. & Btr.	
8/4" No. 1 Common		4/4" No. 1 Com. & Btr.	
8/4" No. 1 Common		4/4" No. 1 Com. & Btr.	
ELM			
12/4" Log Run		4/4" No. 1 Com. & Btr.	

Memphis Land & Lumber Co.
803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK			
4/4" 1s & 2s		6/1" No. 1 Com. & Btr.	150,000'
4/4" No. 1 Common	75,000'	8/1" No. 1 Com. & Sel.	15,000'
4/4" No. 2 Common	59,000'	PLAIN RED GUM	
5/4" 1s & 2s	30,000'	4/4" 1s & 2s	14,000'
5/4" No. 1 Common	12,000'	4/4" No. 1 Com. & Sel.	93,000'
6/1" No. 1 Common	12,000'	5/4" No. 1 Com. & Sel.	32,000'
6/1" No. 2 Common	20,000'	6/4" No. 1 Com. & Sel.	56,000'
PLAIN OAK			
4/4" No. 2 Com., White	50,000'	QUARTERED SAP GUM	
4/4" No. 1 C & Sel., Red	135,000'	8/1" No. 1 Com. & Btr.	36,000'
4/4" No. 2 Com., Red	80,000'	10/4" No. 1 Com. & Btr.	25,000'
QUARTERED RED GUM			
5/4" No. 1 Com. & Btr.	135,000'	12/4" No. 1 Com. & Btr.	85,000'
PLAIN SAP GUM			
5/8" No. 1 Com. & Btr.	90,000'	5/4" No. 1 Com. & Btr.	25,000'
4/4" Box Bds., 9-12"	18,000'	4/4" No. 2 Common	60,000'
4/4" Box Bds., 13-17"	58,000'	5/4" No. 1 Com. & Btr.	100,000'

Bellgrade Lumber Co.

PLAIN SAP GUM			
5/8" No. 1 Com. & Btr.	100,000'	5/4" No. 1 C & B.	37,000'
3/4" No. 1 Com. & Btr.	100,000'	10/4" No. 1 C & B.	25,000'
3/4" No. 2	50,000'	12/4" No. 1 C & B.	30,000'
4/4" No. 1 Com. & Btr.	200,000'	QUARTERED SAP GUM	
4/4" No. 1 Common, 12" & wider	50,000'	4/4" No. 1 Com. & Btr.	150,000'
4/4" No. 2	150,000'	6/4" No. 1 Com. & Btr.	80,000'
5/4" No. 1 Com. & Btr.	50,000'	8/4" No. 1 Com. & Btr.	150,000'
5/4" No. 2	75,000'	10/4" No. 1 Com. & Btr.	100,000'
PLAIN RED GUM			
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3/4" No. 1 Com. & Btr.	60,000'	PLAIN RED OAK	
4/4" F&S	75,000'	5/8" No. 1 Com. & Btr.	150,000'
4/4" No. 1 Common	200,000'	3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 2 Common	150,000'	4/4" No. 1 Com. & Btr.	250,000'
8/4" No. 1	20,000'	4/4" No. 2	200,000'
BLACK GUM			
4/4" No. 1 Com. & Btr.	13,000'	4/4" No. 3	200,000'
QUARTERED RED GUM			
4/4" No. 1 Com. & Btr.	250,000'	PLAIN WHITE OAK	
4/4" No. 2	25,000'	4/4" No. 1 Com. & Btr.	100,000'
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4/4" No. 2 Common	200,000'	4/4" 1s & 2s	30,000'
4/4" No. 3 Common	10,000'	4/4" No. 1 Common	45,000'
8/4" Dog Boards	70,000'	4/4" No. 2 Common	20,000'
QUARTERED RED GUM		QUARTERED RED OAK	
6/4" No. 1 Com. & Btr.	30,000'	4/4" 1s & 2s	8,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 1 Common	20,000'
QTD. RED GUM, S. N. D.		PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	15,000'	3/4" 1s & 2s	20,000'
6/4" No. 1 Com. & Btr.	140,000'	3/4" No. 1 Common	20,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 2 Common	20,000'
10/4" No. 1 Com. & Btr.	30,000'	PLAIN RED OAK	
PLAIN SAP GUM		3/4" 1s & 2s	30,000'
4/4" 1s & 2s	30,000'	3/4" No. 1 Common	30,000'
4/4" No. 1 Common	200,000'	5/8" No. 1 Com. & Btr.	17,000'
4/4" No. 2 Common	60,000'	4/4" No. 1 Common	50,000'
5/4" 1s & 2s	100,000'	4/4" No. 2 Common	40,000'
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6/4" 1s & 2s, 6-10", 8-16"	24,000'		
8/4" 1s & 2s, 6-10", 8-16"	28,600'	PECAN	
10/4" 1s & 2s, 6-10", 8-16"	40,000'	1½" to 2½" Log Run..	10,000'
12/4" 1s & 2s, 6-10", 8-16"	38,500'	PLAIN RED OAK	
16/4" 1s & 2s, 6-10", 8-16"	28,000'	4/4" No. 1 Common.....	30,000'
12/4" 1s & 2s, 12" up, 8-16"	18,000'	8/4" Com. & Btr.....	7,500'
16/4" 1s & 2s, 12" up, 8-16"	7,000'	4/4" No. 2 Common....	4,500'
4/4" No. 1 Common.....	65,000'		
5/4" No. 1 Common.....	75,000'	SAP GUM	
6/4" No. 1 Common.....	45,000'	4/4" 1s & 2s.....	38,000'
8/4" No. 1 Common.....	59,500'	4/4" No. 1 & No. 2 C.	75,000'
10/4" No. 1 Common.....	29,500'	4/4" Box Bds., 9-17"	11,000'
12/4" No. 1 Common.....	18,500'	5/4" 1s & 2s.....	56,000'
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4/4" No. 1 Com.....	QUARTERED RED GUM	
PLAIN WHITE OAK	5/4" Fas	1 car
4/4" Fas	5/4" No. 1 Com.....	2 cars
4/4" No. 1 Com.....	4/4" No. 2 Com.....	2 cars
10/4" No. 1 C & B.....	5/4" No. 2 Com.....	1 car
PLAIN RED OAK	PLAIN SAP GUM	
5/8" Fas	5/4" Fas	1 car
3/4" Fas	5/4" No. 2 Com.....	1 car
4/4" Fas	4/4" No. 1 Com.....	3 cars
1/2" No. 1 Com.....	ELM	
4/4" No. 1 Com.....	6/4" Log Run	2 cars
5/4" No. 2 Com.....	12/4" Log Run	2 cars
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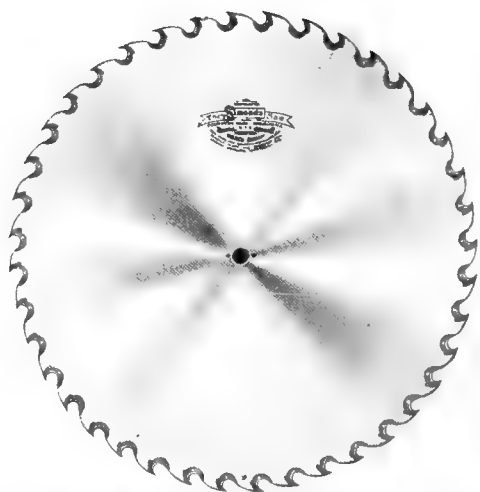
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Hardwood Record

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CHICAGO, FEBRUARY 10, 1921

No. 8

Review and Outlook

General Market Conditions

WHEN THAT DANGER PERIOD of ultra-prosperity came to a halt with the abruptness of a railroad collision, the country started grinding out another cycle of business history. The prospect then was all black. The question on everyone's lips was "What is going to happen?" Uncertainty has definitely given way to an effort to bring back at least normal conditions. The average citizen does not now ask, "What is going to happen," having been convinced that there is nothing in the foundation underlying our economic house to give him the slightest fear that failure and general collapse will result from the present overload. The factor of safety built into our national business structure has proven itself to be sufficiently large to far more than cover the present emergency stress.

Having conquered the period of uncertainty, the peoples' minds are focusing now on an analysis of just what is causing sustained depression and when will those factors finally converge, leading the way out of the present rut. It is undoubtedly the judgment of the vast majority that the break was caused when the cost of living finally shocked the population into a determination to refrain from buying.

The whole future rests, according to the calculations of the editors of Hardwood Record upon how speedily the country can arrive at a permanent lower level of costs—a minimum based on logically fair reasoning involving a lower plane of figuring for everyone. We must effect the stabilization which will allow us to maintain a measure of the improved standard of living of our average citizen and leave out the grossly immoral extravagance which so many people maintained during the recent flood tide of affluence.

This stabilization will not be the result of a large number of factors shifting themselves until they arrive at a happy level. It will involve the process of shifting of individual factors so that each will arrive in due time at the appointed level and eventually all will have found themselves and a normal state will be brought about. Happily there is reason for the statement that certain basic factors are already beginning to see light ahead. Fortunately the process of improvement will proceed in a geometrical rather than an arithmetical proportion. In other words, the process of general stabilization will be accelerated vastly with the return of stabilized conditions in each industry. Each evidence of renewal of normal conditions will have an influence vastly greater

than its literal importance. There is apparent justification for the belief that the loose ends are being picked up here and there and that while we are still very much on the bottom, we are beginning to find evidences of the trail that will take us out.

It is Hardwood Record's belief that the wood-using industries, and hence the wood-manufacturing industries, will be among the leaders in recuperation. This is primarily because there are a number of exceedingly important markets for lumber which are basically essential in our national life. In each case there is a tremendous latent demand for these products, a demand which is steadily accumulating and which gives a tremendous incentive for renewed activity. Furthermore, both the wood-using industries and the lumber manufacturing industry have filtered through the present difficult times in excellent financial condition and in many cases have very wisely governed their producing activities to fit changing markets. Thus, for instance, the general shut-down in wood-using plants has resulted in the gradual working off of accumulated production and in the sawmills it is daily becoming more evident that the steady ebbing away of surplus stocks is causing definite shortage in view of the almost total lack of production. Even the elements have been a powerful factor in the lumber field. The almost total absence of snow this winter has resulted in delaying woods operations in the North from two to four weeks. Continued absence of snow caused a halt in many logging camps, operators fearing that they would be unable to haul in the logs accumulating on their dumps in the woods. With the winter practically over, this condition alone, entirely aside from curtailment due to markets, will have caused a reduction in log input in the northern woods of from forty to fifty per cent and in some places, it is said, sixty per cent.

The executive responsible for shaping the raw material policies of the wood-using industries should now take all the evidence into consideration as governing conditions in general, as well as as conditions peculiar to his own field. No man can fail to come to the conclusion that the worst has passed and that there will be in the future a continued dribbling of business, which dribbling will gradually be accelerated until it ultimately returns to normal. The experienced wood-user knows the tremendous difficulty and expense incident to using imperfectly dried lumber. Any wood-user who makes an honest analysis of stocks on hand at the mills and an even casual survey of mill production, cannot fail to arrive at the conclusion that even a moderate increase in consumption would

seriously drain stocks available now and to be available for the next six or eight months. It must not be forgotten that hardwood lumber is not even approximately shipping dry in less than six to seven months after it is cut. Furthermore with fully eighty per cent of the hardwood production shut down, the process of starting up will take a good deal of time in itself. A crew can not be gotten together and the mill put underway overnight. Here and there that is possible in the larger towns, but the average sawmill is so situated that it will take fully a month to get properly organized. This then places at the disposal of the wood-using industries only that lumber now on mill yards.

HARDWOOD RECORD most strongly advises that wherever the wood-user is financially able to carry at least a reasonable amount of stock ahead, it would be good business to buy that stock now. Lumbermen are making low prices not merely because of the absence of orders, but in the majority of cases simply because they realize that they must take their loss on goods manufactured at high costs and are anxious to liquidate that stock, establish their loss and restabilize their markets. In other words, they want to get the present period of extreme difficulty over with as soon as possible. For this reason the wood-using plant can buy today at an exceedingly reasonable figure. Where he has established that he can afford to buy stocks of lumber at prices offered the buyer is wise to place his order if he can finance his transaction.

There is an increasing number of buyers already evidencing their conviction that this policy is correct. Unless this number shows a still further increase the result will be a too concentrated drain on present limited hardwood supplies when factory stocks run out simultaneously. It can readily be seen that if the process of readjustment follows that course in general, the result will be defeat of all plans for readjustment. If everyone stays out of the market completely now, waiting to come back in when the rest do, it will mean a repetition of the boom conditions of two years ago. If this is repeated the boomerang will hit a whole lot harder than it did this time.

The Association of Wood Using Industries

HAVING FOR TWENTY-SIX YEARS labored as a liaison agent between the hardwood lumber and the wood using industries, HARDWOOD RECORD has been watching with approving interest the progress of the organization of the Association of Wood Using Industries. This approving interest issued from the fact that the association in question was formed for the primary purpose of improving contact between these two highly interdependent industries. Immediate expressions of this purpose are the advocacy of the Snell Forestry Bill and the plan to standardize dimension sizes, in co-operation with the producers of lumber.

As a matter of course, it is with the keenest pleasure that HARDWOOD RECORD is able to call the attention of its readers to an article appearing elsewhere in this issue which describes the

aims and functions of the Association of Wood Using Industries, and appeals to the hardwood industry for that measure of interest and co-operation which is the indispensable requisite of success in the new association's aims. The article was written especially for HARDWOOD RECORD by E. E. Parsonage, president of the Association of Wood Using Industries, and, therefore, is as authoritative as it is possible to make it. It should receive the careful consideration of all members of both the hardwood producing and the hardwood consuming industries.

What Mr. Parsonage has to say relative to the cutting of dimension and the conservation of much of the product of the log that now goes to waste should be read thoughtfully. There are many reasons why this new effort to establish the general manufacture of net dimension stock should succeed, in spite of previous failures. To begin with the association which Mr. Parsonage heads is sufficiently representative to carry great weight and force. It is a responsible organization, officered by men of authority and real ability. In the second place conditions are ripe for the introduction of any intelligent plan for wood conservation. Formerly the need was not so pressing for the manufacture of dimension in the first process from the log. Lumber was low in cost and freight rates were cheap. Until recently very high grade stuff could be bought without difficulty. But now the trees that were passed up in those days are the staple of the lumber market. Cheap lumber is gone forever. High grade lumber is increasingly scarce, and low freight rates are a part of the lamented past.

Aside from these fundamental conditions favorable to net dimension manufacture, there is the comprehensive aspect of the Association of Wood Using Industries' plan. The association proposes to establish a general market for dimension by standardizing the principal elements of the dimension requirements of the manufacturers of wood products. Also the association intends to propagandize the idea that net clear dimension is worth more to produce and worth more to buy than the best grades of commercial lumber. It intends also to teach the proper manufacture and grading of dimension, thus eliminating shiftless manufacturing and grading of dimension on the one hand, and an ignorant and suspicious buying policy on the other hand. The hazards of the manufacturer of dimension will be largely eliminated, because it will not be possible for a consumer to reject a dimension order arbitrarily, nor will a cancellation mean the virtual total loss of the dimension to the manufacturer, as it has in the past.

The association is fully alive to the many difficulties, both physical and psychological, which must be surmounted before its plan can become widely and successfully operative. But the association is prepared to spend a period of years working out its plans and setting it in motion. What it asks from all concerned is full and frank co-operation. HARDWOOD RECORD asks, with whatever influence it may have in the trade, that this be given. This will speed the work of the association to its happy consummation as nothing else can.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

Association of Wood Using Industries

More Thorough Utilization of the Product of the Log Is Sought by Organization Through Co-Operation Between the Hardwood Producing and Consuming Industries

By E. E. Parsonage, Moline, Ill.

President of The Association of Wood Using Industries

I cannot conceive of any more important or far-reaching benefits to industries and the public as well, than conserving and utilizing our remaining forests to the very best advantage.

The Association of Wood Using Industries was formed with the specific idea of performing definite service and acting as a point of contact between the wood producing and the wood using industries.

There are upwards of thirty different individual associations of wood using industries who view with alarm the rapidly decreasing forest products, and believe that it is high time to initiate an intensive campaign for the education of both the lumber manufacturers and the wood using industry—this to the end that the limit of economy may be practiced both in the cutting of the log and the fabricating of the wood stock.

Thousands of factories now using hardwood plank do not realize that in cutting this plank, even though the smaller sizes of dimensions are taken out of the plank, there is a loss amounting to a minimum of from 30 to 40 percent.

From the sawmill standpoint there is hardly a hardwood manufacturer who would not be able to cut a percentage of his product into dimension stock of various sizes, a large part of it, which now goes into the waste pile, if he were assured of an adequate market.

It is true that many a hardwood mill manager has had a sad experience in his attempt to saw dimension stock. He has accumulated a few cars and then suffered a cullage upon delivery of the material that discouraged him from ever attempting to anticipate dimension stock needs.

Misconception Endures

One idea he has carried since that experience, is that his customer was unfair in the cullage, and in many cases literally robbed him, etc.

The facts are, in 99 out of 100 cases the dimension stock was poorly or incorrectly sawn, the sizes were not regular nor adequate, and a large part of the shipment was of very little use to the factory which purchased it.

To my mind what is needed is practical education by the injection of trained dimension stock users coming into direct contact with the sawyer and the dimension mill superintendent at the saw mill.

At a conference I had a few weeks since with Colonel Greeley, Chief Forester of the United States, in connection with additional practical activities of the Forest Products Laboratories of Madison, Wisconsin, Colonel Greeley indicated he was intensely interested in an educational work that would have for its object the conservation of our forests and wood stock. I believe he is ready and anxious to furnish an additional link between the saw mill and the wood using industry.

I would suggest that conferences be arranged between the proper officials of the Association of Wood Using Industries and the hardwood lumber associations, that will have for their effect concrete plans covering a program of educational work along the above lines.



Harris & Ewing

E. E. Parsonage

Problems of Co-operation

In order that you may understand more thoroughly the aims and purposes of this Association of Wood Using Industries I would call attention to the following specific problems of co-operation:

1. This Association is formed and made up by membership of all associations of wood using industries comprising fabricators and converters of wood products.

2. This Association stands for and actively supports adequate national and state legislation that has for its object a permanent reforestation program, i. e., to insure a permanent supply of wood stock for the above mentioned industries. This essentially calls for a policy that will insure the replanting of waste lands, not suitable for agricultural purposes, in wood producing trees.

3. The Association aims to aid in a logical and adequate program covering forest fire protection.

4. This Association aspires to become a point of contact and clearing house between the lumber producer and the consumer, thereby forming a bond of coöperation between the two elements. It is becoming more essential each day that proper educational plans be initiated that will have for their effect the better and more adequate utilization of our present existing wood stock supply. In detail this means the education of the wood producer in order that he may learn the needs of the consumer in various wood using industries and in turn the education of the wood user to properly handle, cure and fabricate the products of the saw mills, a good portion of which today goes to the scrap pile.

5. The Association's activities will be strenuously used to bring about a study of forest taxation whereby the National Government and States may devise tax laws which will encourage, not only the conservation of timber but the growing of additional timber. This legislation should aim to make it commercially possible for the state, corporation or individual to hold such timber lands or plant waste lands until the tract is available for commercial logging.

6. This Association expects to function in aiding in the acquisition of waste lands by exchange of land or timber when clearly in the public interest, also in authorizing the addition to national forests of lands now in other forms of government ownership, which may be found chiefly suitable for permanent forest production.

7. This Association approves and is on record that all possible effort be made to encourage the studies and experiments in forest reproduction, wood utilization, timber tests, wood preservation and the development of by-products—which work is carried on through the activities of the National Forest Products Laboratory of Madison, Wisconsin.

8. The research possibilities of this Laboratory through the agency of this Association and its value to industry will be brought to the direct attention and benefit of individual wood using factories.

9. In the final analysis the Association of Wood Using Industries gives an opportunity for centralized energy in covering problems common to wood users and leaves intact the work of individual associations.

Northern Operators Back Publicity Drive

Annual Convention Pledges 2 Cents on Thousand of 1920 Cut to Help Revive Building; Need for Extensive Advertising During Period of Severe Competition Is Keynote of Milwaukee Meeting

Unanimous adoption of a motion indorsing the recommendation of the directors of the National Lumber Manufacturers' Association that the constituent regional associations pledge two cents per thousand feet cut in 1920 to a fund for general lumber publicity purposes, epitomized the forward-looking and optimistic tone of the deliberations of the Northern Hemlock and Hardwood Manufacturers' Association, in annual session assembled, at the Pfister Hotel, Milwaukee, Wis., Jan. 27.

This hearty indorsement of the National association's plan to conduct a nation-wide advertising campaign to restore confidence in and revive building, and at the same time tell the public the truth about the lumber industry, came after a most convincing address by R. B. Goodman, chairman of the Bureau of Economics of the National Lumber Manufacturers' Association. Mr. Goodman officially reported the recommendation of the Board of Directors of the National, which was adopted in Chicago on Saturday, Jan. 22, following a meeting of duly authorized representatives of the lumber industry with representatives of various other industries producing building materials, for the purpose of ascertaining what co-operative action, if any, might be taken by the building material industries to revive the building industry and thus set in motion the machinery for solving the serious housing shortage of the country.

The directors of the National had adopted their recommendation pursuant to a resolution known as proposal number 1 of resolution 5, adopted by a mass meeting of lumbermen held in Chicago Jan. 5 and 6, on the call of Edward Hines and others, to take counsel as to the means of informing the public that lumber values are right for building. In this meeting the lumbermen concluded to first seek the co-operation of other building material industries, and if this did not result in a workable plan for building revival, to go ahead with their own campaign of publicity.

In presenting the recommendation, Mr. Goodman said that the force which now paralyzes building operations is largely psychological and that once the prejudices against building are removed from the public mind operations will go ahead with a rush. He believed that the proper kind of advertising might overcome this adverse psychological condition. "The mind of man is the medium through which all the laws of economics work," he said, "and the mind of the prospective builder is now closed against building. The

The New Officers

The following officers were elected for the ensuing year at the annual meeting of the Northern Hemlock and Hardwood Lumber Manufacturers' Association:

President—M. J. Fox, Von-Platen Fox Lumber Co., Iron Mountain, Mich.

Vice-President—C. C. Collins, C. C. Collins Lumber Company, Rhinelander, Wis.

Treasurer—George E. Foster, Foster-Latimer Lumber Company, Meilen, Wis., re-elected.

Directors—G. N. Harder, R. B. Goodman, W. B. Clubine, Charles Fish, C. J. Kinzel, E. A. Hamar.

Bureau Chairmen and Directors Ex-Officio—Promotion, M. P. McCullough; Statistics and Educational Information, Al Klass; Transportation and Legislation, A. L. Osborn; Grades, J. R. McQuillan.

prospective builder has previously canvassed the situation and found it bad for building. Now it is going to take the biggest kind of a jolt to get the people to realize that conditions are now favorable for building. They must be convinced that they can build this year as cheaply as they can for the next twenty years, except for possibly small percentages of reduction, which the increase in value of buildings erected now will quickly absorb."

Mr. Goodman predicted that the costs of building will recede on an average of 20 per cent during the year 1921, and declared that this will mean more than a normal year of building, provided the public can be brought around to the viewpoint that little is to be gained by further deferring building. He said that the prices of substitutes for building lumber will seek the proper levels as soon as the public wakes up to the fact that lumber prices are at rock bottom and begins to buy.

Will Put Lumber Right

The other big phase of the campaign, Mr. Goodman explained, will have to do with showing the public that the lumber industry is not a closed corporation of profiteers, but that it is a free and highly competitive industry, responsive to the pressure of all the economic laws. The setting right of the public mind, he said, will circumvent the attempt of certain elements in and out of congress to nationalize the industry. The necessities for the campaign are so persuasive, he continued, that such men as Charles S. Keith of

Kansas City, who have always opposed general publicity campaigns, are heart and soul behind the present movement. The campaign now planned is bigger in its aims than any other that the lumber industry has ever contemplated, he said.

Mr. Goodman estimated that between two hundred and two hundred and fifty thousand dollars will be made available for the campaign through the two-cent assessment on cut of the various regional associations. Ten per cent of the assessment is to be immediately available, according to the motion adopted by the Northern Hemlock and Hardwood Association. The money is to be expended under the direction of a publicity committee comprising a representative selected by each of the regional associations indorsing. The lumber trade journals will be used to arouse the retailers and secure their co-operation in advertising in local papers. Journals of national circulation will be used to reach the wide general public.



M. J. Fox

In closing, Mr. Goodman quoted that part of President-elect Harding's letter indorsing the Chicago housing conference, in which the president-elect said that "it is particularly gratifying to find the representatives of so important a line of industries undertaking on their own initiative and without appeal for government help, to deal with such a problem." Mr. Goodman interpreted this sentence, to the great pleasure of his audience, as expressing the conviction of the next Chief Executive of the Nation that business should be permitted to conduct its legitimate operations with the minimum of governmental restriction.

Besides the matter of publicity and other sales promotion work, the convention deliberated on the forestry problem, the retail distributor's viewpoint, taxation, particularly inventories, legislation, traffic, market conditions, and routine association work. The meeting was called to order by M. P. McCullough, president, with his annual address. Later he read a paper on "Trade Promotion," speaking as chairman of the Bureau of Promotion. Among those, in addition to Mr. Goodman, who spoke following his opening address, were: George Foster, report of treasurer; E. G. Woodford, report of auditor; O. T. Swan, secretary-manager, "Your Associated Activities;" J. R. McQuillan, chairman bureau of grades, "Grading and Inspection Work;" W. H. McDonald, annual report of chief inspector; D. S. Montgomery, secretary Wisconsin Retail Lumber Dealers' Association, "What the Retailer Thinks;" F. M. Ducker, traffic manager, report of traffic department; C. L. Harrington, state forester, "Wisconsin's Forestry Program;" A. L. Osborn, chairman of bureau of transportation and legislation, "Legislation;" G. N. Harder, "Brush Burning;" Al Klass, chairman bureau of statistics and educational information, "Market Conditions."

Edward Hines, who is still convalescing from an operation for appendicitis, was present at the meeting, and informally discussed trade conditions upon the urgent request of the convention. Mr. Hines said that in spite of the fact that there has been "no business for sixty days or more," he is committed to an optimistic viewpoint, because of the great latent demand for housing, which requires only the restoration of public confidence to quicken into life. He indicated that the demand for lumber is already reviving, and declared, in the case of yellow pine, that "there was more new business last week than in sixty days. There is a better feeling," he continued, "everybody seems to realize that we are down to rock bottom and the time has come to start back."

Mr. Hines spoke most enthusiastically of the proposed advertising campaign, and declared that in three or four months it would fully repay the lumbermen for the money they put into it.

Concerning hardwood, Mr. Hines said there were relatively no high grade hardwoods at all.

In conclusion he said the lumber industry would see an improvement each week. Money is getting gradually easier, and lumbermen and all other business men will be able to get an easier line of credit in future.

Remarks somewhat similar to those made by Mr. Hines concerning the upper grade hardwoods was made by Mr. Klass, who immediately preceded him with a discussion of market conditions. "If we had fifty per cent of the normal demand for first and second hardwood lumber, inside of two weeks there would be none quoting these grades," he said.

Mr. Klass said that he felt that the lumber industry had passed through the worst of the depression and that the upturn would soon start. He complimented the members of the Northern Hemlock and Hardwood Manufacturers' Association for the gallant way in which they endured the trials and tribulations of the stagnation period.

Greeley Idea Is Opposed

Some light was thrown on the attitude of the association toward the Snell Forestry Bill, embodying the Greeley school of thought, when the question of slash disposal, or burning, was discussed. This was first touched on by State Forester Harrington, then by Mr. Osborn, and following him, by Mr. Harder, who reported on the result of an investigation of the cost of slash burning from observation of such operations on the government reservation at Neopit. Mr. Osborn said that while he had been a member of the National committee of reforestation, which had helped to promote the Greeley idea, he was ready to recant to the extent that he could not agree with Forester Greeley's idea that slash can be burned inexpensively. He said that he did not believe that this could be done without heavy expense, and introduced a motion that it be the sense of the convention that in cutting timber, piling and burning of slash is impracticable. He withdrew this motion, however, on the suggestion of Mr. Hines that final decision be put off until the question of the cost of slash piling and burning could be exhaustively studied.

A resolution to this effect, introduced by Mr. Hines, was adopted. It provided that a committee of which Mr. Osborn should be the chairman, should make the investigations in co-operation with the state forestry department and report back to the association.

State Forester Harrington had suggested that the association select a committee of four to co-operate with his department in conducting experiments to ascertain slash burning costs. He said that slash disposal and the leaving and protection of small trees

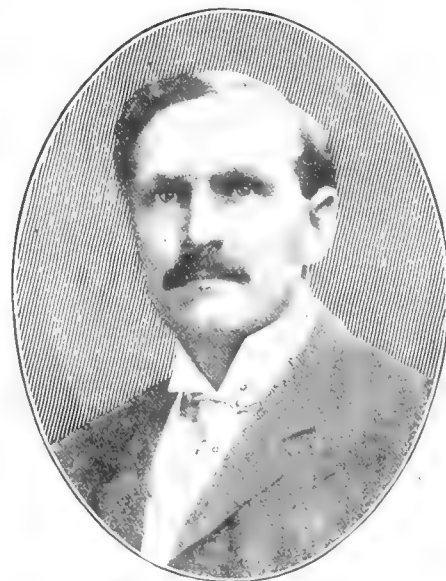
(Continued on page 29)



R. B. Goodman



C. C. Collins



Geo. E. Foster

Revision of Federal Taxation

By W. H. Stackhouse

In response to your courteous letter of the 4th inst. (Dec. 4, 1920), just received and noted, permit me to state my personal views relative to revision of our Federal Taxation Laws, and the improving of the government's fiscal policy, as follows:

FIRST: SUBSTANTIALLY REDUCE TAXES. Of foremost attention by the incoming administration, it would seem imperative that the Sixty-seventh Congress be called into extraordinary session early next Spring, to consider comprehensively a revision of the Federal taxes downward.

The reasons prompting this statement are, in my opinion, that there is no greater contributing factor to the artificial basis which this country has been operating on, largely since the signing of the armistice, than the enormous war taxes which we are obliged to pay annually to the Federal Government, together with the exceedingly extravagant expenditure thereof; furthermore, we are certainly pursuing a most unsound and shortsighted policy in attempting to have the present generation, within a period of about thirty years, liquidate our enormous war debt, (approximating \$24,000,000,000 including \$2,347,000,000 floating indebtedness) the annual interest thereon exceeding our country's total pre-war debt.

Again, inasmuch as the business element of this great commercial country is bearing both directly and indirectly the heavy burden of this tremendous indebtedness, in addition to facing the numerous and extremely intricate other problems of reconstruction confronting it for solution, I feel exceedingly clear that industry in this country cannot survive and prosper, to say nothing of the present business depression becoming unnecessarily aggravated and prolonged, unless it is appreciably relieved of a portion of this heavy burden of taxation.

During the post-war period of the past two years, the government has been collecting, through taxation, exclusive of occasional deficits, annually, amounts closely approximating \$6,000,000,000 (the collections for the last fiscal year ending June 30, 1920, aggregating \$5,408,000,000) of which industry has had to furnish a disproportionately large share, the result of which cannot help, in my opinion, but be as destructive to business as the amounts mentioned are staggering in their significance.

It therefore seems to be self-evident that in the interests of an intelligent and sound economic fiscal policy, Congress pass the requisite corrective legislation in the following order:

(a) CREATE A BUDGET SYSTEM:

Promptly substitute for the "hit or miss" plan which has heretofore characterized governmental financing, the enactment of a law creating a Budget System, without which it is as impossible for the Government to pursue either a sound or economic fiscal system, as it would be for a private corporation.

(b) REFUND WAR DEBT:

Refunding at least the existing bonded war debt, and eventually the greater portion of the country's floating indebtedness, both above mentioned, by issuing new bonds covering same, maturing serially during a period from fifty to seventy-five years after their issue, thereby enabling three generations to contribute to the payment of the expense of our participation in the recent war, which was fought for their benefit as well as ours.

The exchange of these new bonds for outstanding ones, could be effected without involving the expenditure of one dollar upon the part of the general public; such exchange of securities, how-

ever, would obviously have to be permissive only upon the part of the owners of the present outstanding bonds, but no difficulty whatever would be encountered from that quarter, provided a proper rate of interest equitable to all concerned, was stipulated in the new bond issue, which would likewise have the most desirable and reassuring effect of greatly stabilizing the market value of such government securities in contradistinction to the existing ones, which are now selling at varying rates of discount; a further advantage would be the consequent practical elimination of the speculative element in the present outstanding bonds.

This proposed method of refunding the country's enormous recent war debt, would appear to be exceedingly reasonable, when we consider the fact that it required a period of practically fifty years to liquidate the country's Civil War indebtedness, amounting to only \$4,000,000,000.

Amortize the Funded Indebtedness

The foregoing suggestion to refund the nation's war debt, is made upon the hypothesis that Congress will provide a legal requirement, upon the part of the Treasury Department, for the observance of a sound amortization plan, insuring adequate provision being made for the retirement of the government's obligations as they mature; the amortization fund either in whole or in part, could periodically be invested in safe, interest-bearing securities, thereby producing a considerable revenue which the government could use in partially off-setting its annual interest payments.

The failure of the government to provide and observe so prudent a method as to amortize its funded debt, would naturally impair as seriously, what should otherwise be, its sound fiscal policy, as in the case of a private corporation which overlooked creating an adequate reserve in anticipation of its deferred obligations.

Second: Repeal Excess Profits Tax

The un-American excess profits tax feature of the income tax, averaging about \$1,000,000,000 annually, should be entirely repealed, as it improperly penalizes excellence and superiority in such matters as business acumen, mechanical ingenuity, etc., in all lines of commercial endeavor, and has a tendency to standardize the net returns of all corporations, firms, etc., to a fixed percentage of profits, which is just as unsound in principle and destructive, as would be the standardizing of men, insofar as personal remuneration is concerned.

Third: Reduce Surtaxes on Personal Incomes

In order to encourage the promotion to the maximum of commercial and industrial development in this greatest of commercial countries, Congress should, in addition to materially reducing taxes as herein above suggested, substantially reduce the existing wide margin between the normal tax rate and the maximum surtax on personal incomes.

The present normal rate being 4% up to \$4,000 income, and over that amount 8% with surtaxes ranging from 1% to 65%, thus making the maximum rate on individual incomes, 73%, is relatively as confiscatory as the enormous burden of war taxes imposed upon business during times of peace, complained of in section 1 hereof. The maximum surtax could unquestionably be reduced to, if not below, 20%, to the material advantage of the country's welfare, including its business element.

Fourth: Impose 1% Tax on All Gross Sales

The loss of revenues incidental to repealing the excess profits tax and radically reducing surtaxes on personal incomes as above suggested, could be readily off-set by imposing a tax of 1% upon the gross sale of all commodities by all corporations, firms, or

* Plan prepared by president of National Implement & Vehicle Association in response to HARDWOOD RECORD's request for views on revision of the Federal scheme of taxation in the direction of efficiency and equity. A synopsis of the views of other leaders of the lumber and woodwork industries was published in the Jan. 10 issue of HARDWOOD RECORD.—Editor's Note.

individuals so engaged, whether manufacturers, merchants, farmers, or others, exclusive of persons engaged in professions, or all others whose services would be purely personal in character.

This form of tax, taking as a basis the average estimates indulged in by statisticians, would doubtless produce, throughout the country, about \$3,000,000,000 annually, in addition to possessing, as compared with the existing income tax law, the rare virtue of simplicity, to such an extent that the amount of tax due by anyone, either monthly, quarterly, semi-annually, or for any other period, could be instantly and accurately ascertained.

Theoretical Objections Which Have Been Raised to This Form of Tax

One group of taxation students has raised two objections to imposing any tax whatsoever upon gross sales, such tax herein suggested being 1%, their objections being as follows:

(a) "Such tax would be pyramided and shifted to the ultimate consumer."

(b) "In certain hypothetical as well as actual instances, and particularly in the cases of certain jobbers and brokers, who transact a large volume of business on a comparatively small capital, the proposed 1% tax on gross sales, would constitute a tax ranging from 33⅓% to 50% of their net income."

With reference to objection "a" just cited, a moment's serious consideration will instantly convince one that it is the product of the impractical mind of the doctrinaire, it being a well-known fact to any practical student of sound commercial practice, that any and all taxes imposed upon business are, generally speaking, and necessarily so, included in the over-head of such business, added to the price of the commodity involved, and shifted to the ultimate consumer, as otherwise business could not survive and prosper.

This is just as true of the present income and excess profits taxes, and other Federal and State taxes imposed on business, as it would be in the case of the proposed General Sales tax.

The present taxes imposed upon business are not only shifted to the ultimate consumer, but furthermore during such process of transmission, are excessively pyramided, which latter practice is of course unfair, and one of the great advantages of the imposition of a general sales tax, which I strongly urge, is that in every instance, it fixes a specific amount, which anyone can instantly determine as the tax, and while it would be passed along to the ultimate consumer, as are our present taxes, it would not be nearly so susceptible to improper pyramiding.

Objection "b"—The fallacies contained in objection "b" would seem to be entirely and clearly disposed of in the foregoing answer to objection "a," for, as above explained, the well-known fact that all taxes imposed upon business are necessarily transmitted to the ultimate consumer, would also dispose of all theoretical discussion as to the imposition of such tax working more or less inequitably in certain cases, with reference to net income, as a continuation of the observance of the practice which has invariably prevailed of passing the tax on to the ultimate consumer, will in no wise affect the net income of any business, provided, of course, the tax rate is moderate and the taxation measure is reasonably equitable; it being manifestly impossible for any aggregation of human minds to devise a comprehensive taxation measure that will operate absolutely equitably to all concerned, a most notable illustration of that fact being our present taxation laws.

Should This Tax Be Limited to Ultimate Sales?

Some objection has been voiced to imposing the 1% tax upon all gross sales, accompanied by the alternative suggestion that such tax be limited to ultimate sales.

In opposition to this suggestion, there would seem to be two convincingly sound objections, viz:

(a) The alternative suggested would produce a relatively small amount of revenue, and far inadequate to the government's needs.

(b) Inasmuch as one of the principal causes for the wide spread antagonism to our present form of Federal taxation, is its numerous complexities and ambiguities which are exceedingly irritating

to tax payers, with the result that in most instances they find it impossible to personally make accurate tax returns, and which returns, even with the assistance of high salaried public accountants, are more often than otherwise rejected as inaccurate by the internal revenue bureau at Washington, it is therefore unquestionably highly desirable that any changes in our method of taxation be unmistakably in the direction of simplicity.

This apparently would be impossible, by limiting the 1% tax to ultimate sales, when, upon reflection, we realize that in order to insure both the spirit and the letter of such a method being faithfully observed, the Government would have to employ several times its present army of tax officials to supervise the observance of such a tax, and trace, in every instance, each item of raw material through its numerous intermediate transactions, and establish the fact when it really passed into the possession of the ultimate consumer, and the tax was due.

This method would likewise necessitate all business institutions keeping more elaborate and accurate records, showing not only the origin of all materials purchased, but also the disposal by them of all goods or commodities manufactured or sold, and to whom, indicating what portion of such commodities were sold to middle men, and what exact portion to ultimate consumers, with the self-evident result that our present intricate difficulties in connection with Federal taxation, would be aggravated rather than simplified.

Summary

The above suggested refunding scheme, including the recommended amortization plan, whereby the nation's funded debt would be retired on an average of about sixty years, makes it self-apparent that the government's annual deposit in the redemption fund would be only about one-half the amount that would be necessary under the present situation, which contemplates retiring such obligations as they mature, on an average of about thirty years hence, and would consequently prove conducive to a most substantial reduction in taxation, which, if combined with real practical economy upon the part of the various governmental departments in the matter of expenditures, should readily net our citizenship an annual saving in taxation, of upwards of \$2,000,000,000, in addition to releasing a corresponding amount for the requisite development of our country's industries.

It seems entirely clear to me that the enactment of a law embodying the fundamental features hereinabove outlined, which in my judgment, would make it operative upon a sound, scientific basis, would not only effect a substantial economy, but also correct numerous existing evils in the government's fiscal policy, including the present necessity of the Treasury Department, with great frequency, negotiating short time loans, upon Treasury Certificates, in anticipation of tax collections.

You of course understand that the proposed, or any other tax legislation, would in no wise affect the proposition of the unequal number of middle men existing in our various industries, as that inequitable situation, appertaining solely to commercial economies, would continue to exist under any new taxation legislation identically as at present.

Michigan Manufacturers Endorse Advertising Assessment

Members of the Michigan Hardwood Manufacturers' Association met in Chicago on Wednesday, January 26. The greater part of the meeting was given over to the routine association affairs. The meeting unanimously voted an assessment of two cents per thousand feet of 1920 cut to provide its quota of funds for the advertising campaign to be launched by the National Lumber Manufacturers' Association.

It was reported in the meeting that there is a prospective cut for 1921 among the membership of 80,000,000 feet less lumber than was cut in 1920. In addition stocks on hand now show 50,000,000 feet less hardwoods and 20,000,000 feet less hemlock than a year ago.

What Is Good Kiln Drying?

By Donald R. Brewster*

Specialist in the Kiln Drying of Lumber

Every woodworking plant naturally desires to bring its kiln drying practice up to a point where it will give maximum satisfaction and service. But kiln drying which is satisfactory at one plant, may be very unsatisfactory at another plant, which uses a different kind of wood or makes a different class of product. In other words, kiln drying requirements differ widely according to the species of wood to be dried, the thickness of the lumber, the grade of the lumber, the product to be manufactured, the number of different kinds of wood and the amount of each to be dried, the moisture condition before drying, the final moisture content desired, the permanency of the plant and many other factors. In order that you may know what constitutes good kiln drying at your plant, you must take all of these various factors into consideration and draw your own conclusion in the light of what I am going to tell you about good kiln drying in general.

The subject of kiln drying may be divided into two main divisions—first, the kiln, and second, its operation.

Each type of kiln has its friends and its uses. Every kiln company will give you a long line of "talking points" calculated to show how and why its particular kiln will give you best results and be best suited for your purpose. But when all of these points have been viewed in the light of common sense and practical experience, it will be found that there are only a few really necessary features in a good dry kiln and no one has a monopoly on any of them.

In the first place you need a building. This may be either brick, concrete, tile, or wood, depending upon relative cost, permanency desired, fire risk allowed and amount of initial investment possible. For the permanent woodworking plant, probably a substantial fire-proof building of brick and hollow tile will prove most satisfactory in the long run. Wooden kilns, on the other hand, have many good points in their favor, such as cheap and rapid construction, excellent insulating properties, and portability. But no matter what material is used, any building will be satisfactory if it is tight and reasonably free from the influence of outside weather conditions. The building is, in fact, the least important factor in good kiln drying—any building with four walls and a roof can be converted into a good kiln at reasonable expense.

Having the building, you must provide some sort of heat. A great deal of lumber has been well dried in the past with nothing but warm air from a stove, or even an open fire. In the modern practice, however, this method does not recommend itself for drying expensive lumber, because of fire risk and difficulty of control. In the small shop good results are obtained by keeping stock in a warm corner near the ceiling, where it will gradually dry down to the proper condition. For most purposes, however, steam is much the most satisfactory form of heat, furnishing high temperatures with reliable and accurate means of control. Some kilns have steam pipes within the kiln while in other types the air is first heated by radiators outside the kiln and is then blown into the kiln and through the lumber by forced draft. Each method has its advantages under certain circumstances.

Introducing Moisture

After heat, the next requirement for good kiln drying is some means of introducing moisture into the air to prevent the outer surface of the wood from drying too rapidly so as to cause checking and casehardening. This is sometimes done by evaporation from an open water surface or by spraying the air with water. But for ordinary requirements the most satisfactory method is to inject steam into the air in the kiln through perforated steam spray pipes.

The heated and moistened air must then be carried to the surface of the lumber to be dried so that the heat can do its work of evaporation. Evaporation of water consumes heat just as operating an automobile consumes gasoline, and the amount of drying that takes place is directly proportional to the amount of heat supplied to the lumber. To provide the heat required for rapid drying the heated air must be made to circulate freely between the boards.

There are two ways of obtaining this circulation—the natural draft and the forced draft. The natural draft takes advantage of the fact that heated air is lighter than cold air, and consequently rises, because of gravity. The lumber in natural draft kilns is therefore placed above the source of heat so as to be in the path of the rising heated air.

Forced draft kilns drive the heated air between the boards by some mechanical means such as a fan or blower or a high pressure spray of water. They usually also take advantage of the natural tendency of heated air to rise. It is necessary, however, to limit the velocity of circulation in forced draft kilns, as too high a velocity will dry the outer surface too rapidly, causing checking and casehardening.

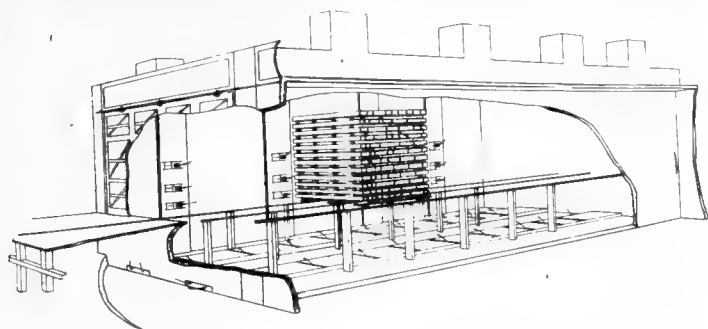


Example of Poor Piling of Hardwood Stock

* Talk given at the Wood Workers' Convention, Louisville, Ky., Dec. 10, 1916.

After the heated air has done its work of evaporation, it has lost some of its heat and picked up a corresponding amount of evaporated moisture. In an absolutely tight kiln this process would eventually

order to obtain most rapid drying and at the same time avoid checking, casehardening and honeycombing. Such humidity control is best obtained in the ordinary kiln with a thermostatic valve on the steam



Lumber Piled Crosswise in Compartment Kiln

increase the moisture in the air to a point where no more drying would take place. Consequently, some way must be available for removing the excess moisture before the air returns to the lumber. In the ventilated type of kiln this is done by removing some of the moist air through openings or stacks and replacing it with fresh air from the outside. In what are known as "re-circulating kilns," moisture is condensed out of the air like dew, either by cold water pipes, cold water sprays or canvas curtains where the air outside of the curtain is colder and drier than that inside the curtain. In the ordinary kiln the cold air which enters through cracks and holes around the door is more than enough to provide for removing the excess moisture, and the common problem is to add moisture to the kiln air rather than to remove it.

More or less casehardening will usually develop in spite of precautions. It can be relieved by softening the outer surfaces of the boards with hot, moist air. This is done by injecting a large amount of steam into the kiln air for a few hours up to the point where the wood absorbs moisture or even until the air is saturated. Either live or exhaust steam will serve this purpose, but live high-pressure steam injected through an open steam pipe gives the quickest and most satisfactory results.

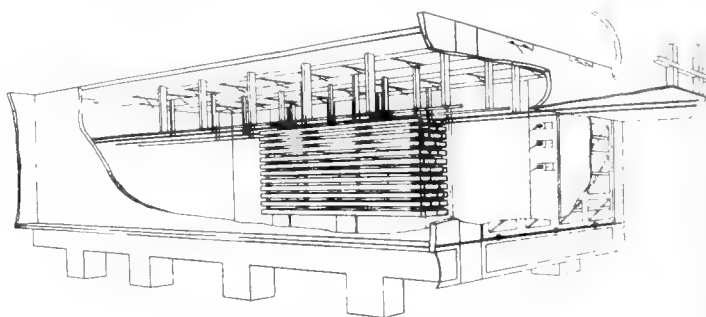
Having first the building, second, the heat, third, the means of moistening the air and steaming the lumber, fourth, the circulation of air, and fifth, the provision for removing excess moisture, the kiln is complete, and only requires intelligent operation for good results.

Proper Piling Is Indispensable

Proper piling of the lumber is the first requirement of correct kiln operation. A level and solid foundation is necessary and enough stickers should be used to prevent sagging and warping and support the ends of the boards. The stickers should be of uniform thickness and placed one on top of another in straight vertical rows. It is also very important to place the lumber in the kiln in such a position that the air can circulate freely between the boards without interference from the stickers. That is, if circulation is crosswise of the kiln the lumber should be flat piled lengthwise of the kiln. Openings between the boards or chimneys in the interior of each truck load should also be provided to allow the heated air to rise upward through the lumber.

Temperature control is the second essential of good kiln operation. Some woods will safely stand much higher temperatures than other woods. For certain uses, such as in airplanes, where maximum strength is required, temperatures must be limited to not higher than 135 or 145 degrees Fahrenheit. For table tops, the same woods might be satisfactorily dried at temperatures as high as 180 degrees Fahrenheit, or more. Temperatures must be varied also to suit the moisture in the wood. With green wood much lower temperatures are necessary than with wood that is nearly dry. Most satisfactory temperature control is obtained by thermostatic valves placed on steam heating pipes. With close attention on the part of the operator, however, good results can often be obtained by hand-operated check valves and pressure-reducing valves.

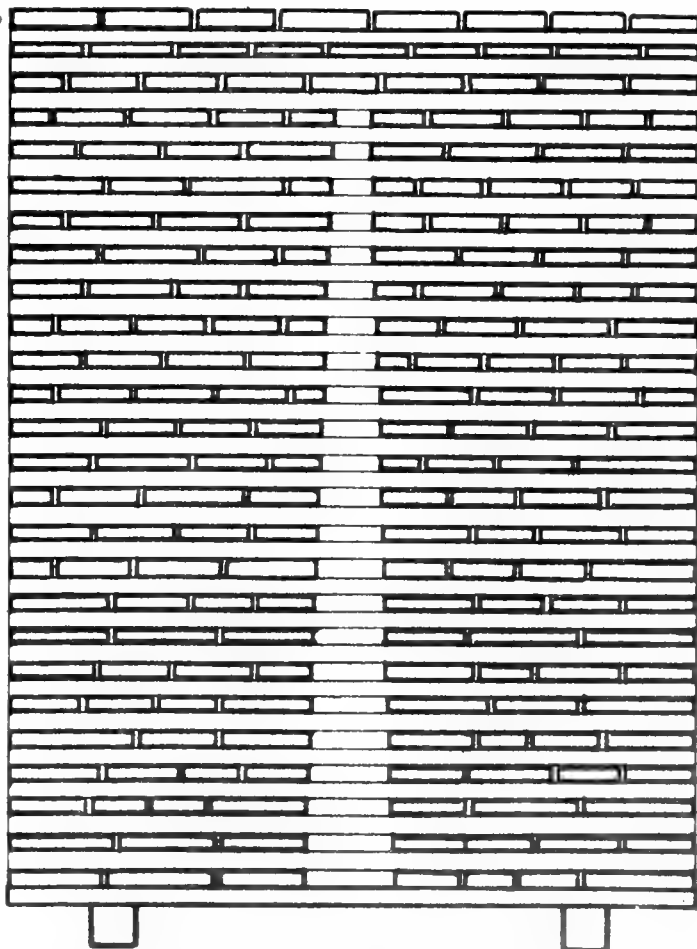
The moisture or humidity of the air must also be under control in



Lumber Piled Endwise in Similar Kiln

spray line operated by a wet wick. It may also be obtained by a hand-operated steam spray valve or by varying the temperature of the water used in water sprays or condensing pipes.

Since the temperatures and humidities to be used will vary with the amount of moisture in the lumber, good operation requires tests, to determine what the per cent of moisture is, both at the beginning of the drying and at intervals during the drying until the lumber is fully dry. Such tests are made by weighing sections cut several inches from the exposed end of the board, then drying the sections until no further loss of weight occurs and then dividing the amount of loss by the final weight to get the percentage. These moisture tests must in many cases show not only the average moisture, but also the amount in the center of the boards as compared with the outside. Too great a difference is a danger signal indicating the development



Lumber Piled to Form Chimney or Flue Near Center of Stacks

Appeal to Railroad Presidents

Plans are rapidly developing for a conference between officials of the Southern Hardwood Traffic Association and the presidents of the principal railroads serving the hardwood producing areas of the United States, which shall have for its specific purpose discussion of the lowering of rates on low grade lumber and forest products to a point where these will be able to again move to consuming territory on a basis that affords a profit to the manufacturers thereof as well as revenues to the railroads which furnish the transportation service.

In accordance with the resolutions adopted at the recent annual of the association, instructing the officers of that organization to proceed immediately with the proposition of bringing about the necessary readjustment of rates on low grade lumber, Walker L. Wellford, chairman of the rate adjustment committee, has written a letter to the presidents of the principal interested roads urging upon them the necessity for securing such adjustment and inviting them to attend a conference at which the whole matter may be threshed out to the mutual benefit of all parties at interest.

This letter was mailed Jan. 28, and replies have been received from a number of the presidents of the railroads endorsing the idea of holding such conference and expressing the hope that it may result in tangible good to all concerned. The only discordant note is contained in the letter from the president of the Missouri Pacific system. Some of the presidents intimate that they can not take steps looking to reduction in rates in view of the present deficit in their revenues, pending the outcome of the wage controversy now before the Labor Board at Chicago, through which the railroads are seeking abrogation of the national agreements. It is quite clear, however, reading between the lines, that the railroads are not unmindful of the position in which the hardwood lumber industry has been placed by virtue of the restrictively high rates placed on low grade lumber or of the falling off in tonnage, and consequently in revenues to them, which is certain to result from inability of this class of traffic to move on the rates now in force.

The association, on its part, is fully cognizant of the position in which the carriers have been placed by the general business depression and by the high wages they are forced to pay to

machinists and shop crafts, as well as all of the men who were taken off the piece basis and put on an eight-hour day during the regime of the U. S. Railroad Administration. It fully appreciates that the railroads have troubles of their own, and it is significant that the association is anxious to aid the carriers in the labor controversy as a means of helping to solve their own acute problems in connection with low grade forest products.

J. H. Townshend, secretary-manager of the association, who is chairman of the "traffic committee" of the Lumbermen's Club of Memphis, made it quite clear the afternoon of Feb. 5 that the lumbermen want to help the railroads in the wage controversy when he introduced resolutions pledging the members of that organization to tender their "support and assistance to the railroad presidents and the executive committee of the American Railway Association with respect to pending wage adjustments on a fair basis." These resolutions were unanimously adopted by the club, the membership of which is almost identical, so far as Memphis is concerned, with that of the Southern Hardwood Traffic Association.

In preliminary remarks made before introducing these resolutions, Mr. Townshend made it clear that the association and the members of the club would have to tackle this proposition of rate adjustments on the basis of (1) rates which have due regard to the value of the cargo, or (2) on rates that represent complete elimination of the advances of 25 to 40 per cent, as to territory, granted by the Interstate Commerce Commission in Ex Parte 74. In a circular issued by the Southern Hardwood Traffic Association to its members within the last 24 hours, it is pointed out that the majority of shippers of forest products, in the hardwood industry, are in favor of complete abrogation of the advances of 25 to 40 per cent, as well as the inter-territorial advance of 33 1/3 per cent, and, when this has been accomplished, of ironing out the inequalities which have arisen as between the various territories.

Although the resolutions adopted by the association at its recent annual refer only to the South and Southwest, Mr. Townshend and other officials of the association are anxious to combat any impression that may have been created that the activities of this organization will be confined to an effort to secure lower rates only from

of casehardening and of honeycombing. Many moisture tests are incorrect because the test sections are cut too thin or are not dried long enough or are dried at too high a temperature. Accurate tests can be made with test sections not less than 1/2 inch thick in direction of the grain dried for not less than 24 hours with temperatures not above 200 degrees Fahrenheit. Careful testing requires a balance with a capacity of 200-300 grams sensitive to 1/20th gram.

Tests for Casehardening

In order to know when to soften the lumber by steaming when casehardening develops, tests for casehardening are also necessary at certain critical stages of the drying. Such tests are simple and can be easily made by resawing into 3/8-inch strips a 3/4-inch section cut from the interior of a board. If the outer prongs or strips pinch inward severely a seriously casehardened condition is indicated.

Both moisture and casehardening tests are most necessary when trying out new kilns or when drying a new species or thickness of lumber. As the operator becomes familiar with the kiln of lumber concerned, he can gradually eliminate much of the testing which was necessary at first.

But to reduce the amount of testing safely and intelligently, the operator must keep careful, adequate and permanent record of his kiln operations. These records should include first, a description of each kiln charge, giving the amount, kind and thickness of lumber, where it came from and how it had been handled before it reached

the kiln. Then, for each kiln run accurate thermometer readings should be taken once or twice a day, or oftener, showing the temperatures and humidities of the air, particularly at the hottest and driest point in the kiln. Information on manipulation of valves and ventilators and other control apparatus should be recorded along with temperature and humidity readings. A record of the results of all moisture and casehardening tests should also be kept, together with the temperature and duration of steaming treatments given to relieve casehardening. Records of this kind will provide the basis for intelligent improvements in kiln operation and are very essential, if maximum results are to be obtained.

In addition to keeping adequate records, the operator must also constantly study his kilns, looking for ways to improve results and reduce drying time. The efficiency of any kiln is measured by the uniformity of the drying. No matter how rapidly the lumber may dry at one point, the charge can not be removed until all parts are dry. Consequently, the entire charge may be held up by some slow-drying portion in a part of the kiln where circulation is sluggish or temperature and humidity conditions are not right. These slow-drying points must be discovered by means of smoke tests showing the direction of air circulation by moisture tests of the lumber in different parts of each kiln. Uneven drying must be corrected by necessary alterations in the design or equipment of the kiln before satisfactory results can be obtained.

(Continued in Feb. 25 Issue)

points in Southern and Southwestern territory, to the possible disadvantage of members of the organization who have plants and interests in Central Freight Association and Eastern Trunk Line territory. The association proposes to approach the question of readjusting rates in such manner that the interests of the entire membership and not of only part thereof shall be served in the best manner possible.

It has developed that some of the railroads are just a little opposed to the proposition of putting lower rates into effect unless good reason can be shown therefor. The reply of Lincoln Green of the Southern Railway perhaps illustrates this point more forcibly than that of any other railroad official. He suggests opposition to lowering rates unless it is shown that the railroads will be curtailed in their revenues from the lumber industry by virtue of rates that are so high as to restrict the movement thereof. It is quite apparent that the contention of the association that the railroads will receive less revenue from the lumber industry on the basis of present rates than they received from the same industry on the basis of the old rates, because of the severe reduction in tonnage moving on the former as compared with that moving on the latter, is making a deep impression on the carriers, and that this argument promises to have more effect, in bringing about a satisfactory adjudication of the rate controversy than any other that can be advanced.

The following, in part, is the request, made by Mr. Wellford to the presidents of thirteen railroads, for a conference to consider the lowering of rates on hardwood lumber:

It is undoubtedly true that a most serious situation confronts the hardwood industry of the South and Southwest today, due largely to the existing adjustment of freight rates.

In shipping hardwoods from Southern and Southwestern territories to the great consuming markets in Central Freight Association and Eastern territories, etc., our shippers are unable to dispose of the larger portion of their product, which is of the lower grades, due to competition with Northern woods, which are able to reach these markets at much more favorable freight rates.

An increasing displacement of hardwoods produced in the South and Southwest by substitutes produced in the North and East is also having its influence on the movement.

The last advance in freight rates on hardwoods from Southern and Southwestern territories has also resulted in more favorable transportation costs on similar traffic moving from other territories to important consuming markets via water or water and rail routes.

The disturbance of important competitive relations resulting from the commission's decision in Ex Parte 74, rendered in an emergency, has resulted in a handicap to the movement of hardwoods from Southern and Southwestern territories, of such increasing importance as to now warrant some modification.

As a consequence of these various conditions, such business as is moving from the producing territories in question is of the higher grades of hardwood, and more of the lower grades have been accumulating at the mills with no apparent outlet.

An increase in the export movement will not cure the situation, and any considerable displacement of the comparatively longer haul domestic traffic by short haul export traffic in this territory will operate to the disadvantage of the carriers.

In stating the effect of the existing adjustment of freight rates on the movement there is no disposition to discount the effect of the general business depression prevailing; but the competition encountered with respect to other traffic enjoying much more favorable rates is an actual condition daily confronting us in the marketing of our product, and it is the well-considered conviction of our shippers that a normal flow of business cannot be restored without a fair downward revision of their freight rates.

Unless some relief can be obtained the operations of our mills must necessarily be severely handicapped and their output unreasonably curtailed if, indeed, they can continue to exist, all of which means heavy losses of tonnage to lines, such as yours, that have been largely built up on the forest products' traffic. Further, it must be obvious that where the hardwood operators in this territory can only dispose of their highest grades, the medium and lower grades of logs will be deadened in the woods and represent not only a total loss in tonnage, but also a total economic loss.

We realize the serious problems confronting the carriers and shippers alike, in the matter of transportation during this period of readjustment, but we also realize that our respective interests are identical. We hope, therefore that this matter may be approached with an open mind, recalling that a level of rates which retards to an unbearable extent the movement of such an important volume of traffic as is here involved may well be considered a poorer investment from every standpoint than a somewhat lower adjustment, which will move the business and may fairly be made to yield a reasonable transportation profit.

Aside from the compelling practical necessity of readjustments which will enable the mills to market their product, we call attention to the commission's decision in Ex Parte 74, on which the present rates stand, and from which the following clause is quoted:

"Most of the factors with which we are dealing are constantly changing. It is impossible to forecast with any degree of certainty what the volume of traffic will be. The general price level is changing from month to month and from day to day. It is impracticable at this time to adjust all of the rates on individual commodities. The rates to be established on the basis hereinbefore approved must necessarily be subject to such readjustments as the facts may warrant. It is conceded by the carriers that readjustments will be necessary. It is expected that shippers will take these matters up in the first instance with the carriers, and the latter will be expected to deal promptly and effectively therewith, to the end that necessary readjustments may be made in as many instances as practicable without appeal to us."

Snell Bill Hearing Clarifies Forestry Program

The hearing given the National Forestry program by the House of Representatives Committee on Agriculture, Jan. 26-27, resulted in a definite clarification of the measures proposed by the Snell bill (H. R. 15327) through the presentation of briefs involving not only individual sections of the bill, but presentations relating to the broad public interest.

Owing to the fact that Gifford Pinchot, former U. S. forester, appeared to oppose the bill, the time assigned to the proponents of the Snell bill was so limited that most of those who had come from a distance, such as two representatives of the Union League club of Chicago, and the representative of the American Newspaper Publishers association of Cleveland, were not given an opportunity to appear in person.

Allegations made by Mr. Pinchot that the bill was designed to promote a monopoly of timber, and references to his own past relations with lumbermen in which he said he had been led to favor improper measures, drew the replies of Col. Graves former forester, and Col. Greeley, present forester, with declarations that the policy proposed by the Snell bill was originated under Col. Graves, and perfected and formulated under Col. Greeley's administration and that the Forest Service had not been used by the lumber interests; the statements concluded with the declaration that the Forest Service believing in the policies proposed, had welcomed support from whatever quarter it might come. Attention was called to the fact that some prominent figures in the lumber industry were opposed to the policy as advocated.

The hearing opened Wednesday, Jan. 26, with a prefatory statement by Congressman Snell, in which he rehearsed the great and varied support accorded the measure. He was followed by Col. Greeley, who defined the policy proposed by Sections 1 and 2, as providing co-operation between states and private owners, under federal leadership. E. T. Allen, representing the Western Forestry and Conservation Association, followed with a declaration that as also representing the National Lumber Manufacturers association, he asked that the lumberman be accepted as an ally in the effort to provide for future forest crops, and not be considered as an enemy.

He was questioned by several congressmen, notably Congressman Voight, as to his representation of lumber interests in Washington. In effect he declared that he had no salary except a salary from the Western Forestry association, and that his chief work in Washington in the last few years had been when called by the War Industries board, the Internal Revenue bureau and similar agencies to act as a neutral expert in matters affecting timber. He demanded to be shown any charge in the Federal Trade Commission report that he had received huge sums for representing lumbermen and the challenge was not answered.

Alfred Gaskill, state forester of New Jersey, representing the state foresters of twenty two states, declared the reasons why the states favor federal leadership, but state control.

Mr. Pinchot's attack on the lumber industry, and his reflections upon the Forest Service followed, and closed the forenoon. The congressional committee then granted the proponents of the legislation additional time on Thursday to complete the presentation of arguments, but the time granted finally narrowed down to thirty minutes, and most of this was taken up by the statements of Cols. Graves and Greeley in defense of the Forest Service position, and Col. Greeley said that in his belief the growing of trees for future crops was not only the object of the legislation, rather than the determination of the distribution of present supplies, but added that this widespread growing of forests would be the most effective preventative of monopoly.

R. S. Kellogg, chairman of the Forestry Program Committee, presented the statements the second day in the absence of Mr. Snell, and added his statement as to the history of the legislation, declaring it was backed alike by manufacturers, converters and consumers of forest products.

Industrial Council Functions Usefully

In the light of the announcement that Samuel Gompers, president of the American Federation of Labor, has inaugurated a campaign for general participation of labor in the management of the production units of industry, through shop councils, as recommended by the Hoover committee, trial which the Worcester Lumber Company, Ltd., of Chassell, Mich., is making of the industrial council in its mills takes on added interest.

HARDWOOD RECORD recently made inquiries to ascertain what the experience of the Worcester company has been with the council, which has been in operation since September, 1919. A reply was received from Edw. A. Hamar, secretary and manager, stating that "the majority of our men are apparently well satisfied," and "the council will in all likelihood be continued."

The council proved a boon to the Worcester company during the widespread strike of timber workers in the northern districts, protecting it, undoubtedly, from a walkout. Mr. Hamar writes that "during the recent strike an organizer visited this village (Chassell) twice, both times attempting to get our men interested in joining the union, but without success."

"Through the workings of the council the wages had been set for a period of three months, just previous to the walkout. These wages were not as high as the mills were paying south of us. This fact became known to our men soon after the strike started, but inasmuch as they had set their own wages through the workings of the council, they could say nothing and seemed to take it for granted that the logical thing for them to do was to carry out the agreement. It so happened that about the time the strike ended and the other mills started to work that our agreement expired. The council then set a new scale of wages, which was about in line with the wages that had been prevalent in other districts."

Council Promotes Understanding

The Worcester company has found the council a useful medium for the promotion of mutually sympathetic understanding between themselves and their mill workers. "The members of the council are composed of three or four different nationalities," Mr. Hamar states, "and we find that the meetings have given us a good opportunity to get closer to them and to present the manufacturer's side of the case, as it could be presented in no other manner."

The council has not operated entirely without friction, but in the main has served the purpose of maintaining harmony between the management and employees of the mills. "There have been one or two propositions brought up to the council which had to be turned down and which cause some little dissatisfaction," Mr. Hamar says. "One of them was for the company to purchase a carload of groceries to be sold to the men at cost. Some of the men could not see why this was not feasible, even after it had been explained to them that it would work a great hardship on the merchants in our little village and be an entering wedge to kill business in the town. As all commodities are now on the down swing, we do not believe that we will hear anything more on the subject."

The Worcester council, called "Industrial Council," is organized according to a plan insuring absolute fairness to the men and at the same time safeguarding the legitimate interests of the company. Each division of labor in the mills is represented in the council and all employee representatives are chosen by secret ballot. The management is represented by a number equal to the representatives of the workers. The manager of the company, or some one designated by him, acts as chairman of the council. In case of a tie vote on a question being considered by the council, the matter shall be referred to the president of the company, at the request of either employee or management representatives. Within ten days after the matter has been referred to him the president shall either propose a settlement or refer the matter directly to a general council to be formed, as follows: The president will issue a notice designating the several works which he deems jointly interested. Thereupon the employee representatives in the works'

council at each of the works designated shall select two or more of their own number to act as members of the general council. The management representatives in the general council shall be appointed by the president and shall not exceed the number of the employee representatives. The president or some person designated by him shall act as chairman of the general council without vote. The general council is required to meet within ten days after the president's notice calling such council together.

Ample Appeals Provided For

In the event of the failure of the general council to adjust the matter under controversy there is still another means of effectuating an amicable agreement. The president and a majority of the employee representatives in the general council, or the works council, may mutually decide to have the matter arbitrated and proceed to select an impartial arbitrator. If they cannot agree upon an arbitrator, then the employee representatives shall choose one such arbitrator and the president another. If these two agree the decision shall be final, but if they do not agree they shall select a third arbitrator, and a decision of a majority of these three shall be final.

Guaranty of independence of action is given every representative serving on any works or general council. The plan promises that no representative shall be discriminated against because of action taken by him in good faith in his representative capacity.

The works council is authorized to consider and make recommendations on all questions relating to working conditions, protection of health, safety, wages, hours of labor, recreation, education and other similar matter of mutual interest to the employees or management.

The plan was adopted on the vote of a majority of the employees of the Worcester works, recorded at a special election.

During 1919 costs and sales reports from a representative group of mills in one big lumber producing center of the country show a return for the year of 3.8 per cent on the capital invested. These returns increased during the first four months of 1920 to a level which if it had been maintained throughout the year would have yielded 21 per cent on the invested capital. The "auction market" of the first months of 1920 carried the prices of some items of lumber to the highest levels reached in the history of the lumber industry. But by July, 1920, the rate of annual return on investment has dropped from 21 per cent to 8 per cent. Today the profits of the first months of 1920 have been, in the great lumber producing sections, converted into a loss to a large proportion of the mills.

During the past six months the prices at the mills of ordinary construction lumber have come down approximately as much as they went up during the preceding year. Mill prices are today but little higher than they were during the period following the armistice, preceding the great building boom.

The builders generally are suspending construction for substantially lower prices. These facts about lumber should be appropriate for their consideration. Lumber, in any event, plays but a relatively small part in the construction even of a frame house. The cost of lumber and millwork, which includes all interior finish, in a frame dwelling is rarely more than one-third of the total cost, the rest being chargeable to foundation materials, masonry, plastering, plumbing and labor.

Fighting the high price of print paper by controlling forest insects is one of the tasks before the New York State College of Forestry at Syracuse, which is having specialists study bugs which damage trees with a view to controlling their damage to growing timber.

News from the National Capital

Calder Warns Against Paternalism

The United States will soon face the necessity of subsidizing housing construction unless steps are taken to afford every facility for private construction to relieve the present shortage, Senator Calder of New York, chairman of the special Senate committee on reconstruction, declared in an address in Washington, D. C., before the National Council of the Chamber of Commerce of the United States. The country may be approaching a condition, the senator said, which will mean an "adoption of European precedents born of the paternalism of monarchies."

Representatives of the government, civic bodies and every branch of construction interests, as well as industrial leaders from all sections of the country, attended the conference to assist in a solution of the various phases of the housing problem.

Those in attendance were warned by Senator Calder that the continually increasing housing shortage in this country may bring about such a state of need that paternalistic subsidy legislation may be resorted to.

"We may be approaching a condition of affairs such as exist in many European countries," said Senator Calder. "This will mean the adoption of European precedents born of paternalism and monarchies, rather than a continuation of American precedents, which have made it possible for each man, through exceptional thrift and industry, to become a property owner."

The senator urged the business men of the country to support legislation that will afford every facility for more construction and more ownership of homes, thus relieving the critical situation brought about by the housing shortage and forestalling subsidies.

Taking up the question of tax exemption to stimulate home construction, he said that he was primarily opposed to all exemption from the federal income tax law, but the drifting of money away from the mortgage market has been so great, and it was continuing at such a rate, that we must either forego the making good of our housing shortage until all tax exemptions are abolished, or else adopt temporary measures of this sort, pending the abolition of all tax exemptions.

I propose, as a member of the committee on finance of the Senate, to urge the decentralization of our federal taxation system so that a citizen may go to the authorities in his own locality and settle his tax matters finally and promptly each year.

Discussing credits for the building of homes, Senator Calder said that "we should put an end to our present policy of going farther and faring worse and build up the basic industries of the country to supply the future needs of the people. The question I have been turning over in my mind for months is why have we not used a larger part of our surplus labor and materials for the upbuilding of our national plant; build more houses so that rents may be lowered; improve our railroads so that our goods can be promptly moved to market; improve our terminals, our coastwise shipping and our inland waterways.

During and since the last years of the war, we have heard a great deal about the inadvisability of investing money in fixed capital in this country, and I have wondered whether it would not be wiser to have diverted at least a portion of the \$6,000,000,000 credit expansion during the year ending June 30, 1920, to the building of homes and railroads and plants.

It now appears to many that the losses which might have been incurred by depreciation in these building values, due to deflation, would be less than the losses which will have to be taken on commodities on which the \$6,000,000,000 have been used. Had this been done we would still have the plant and building with their greater earning power, which would serve us for the export of coal and other basic necessities at prices which would enable us to compete with the world, and which would form a broader basis on which taxation might be levied.

From the experience of England and France in attempting to solve their housing problems, we know it is impossible to solve ours through federal or state paternalism, because in doing this the government would be attempting to subsidize itself, and it is to be hoped that our reconstruction process will proceed through private initiative and enterprise.

Shippers Plead for "Water Competitive" Rates

A brief was filed with the Interstate Commerce Commission on February 7 concerning water competitive rates on lumber, in behalf of the National Wholesale Lumber Dealers' Association, New York Lumber Trade Association, North Carolina Pine Association, Trexler Lumber Company, William A. Lloyd Company, Clark & Company, David Baird Company, E. W. McCalve & Sons, Inc., and numerous other protestants.

In schedules under suspension the carriers propose to increase rates on lumber from stations in Southern Virginia, North Carolina, South Carolina, Georgia, Florida and part of Alabama to several hundred destinations in New England, New York, New Jersey, Pennsylvania, Delaware and Maryland, including important markets at Wilmington, Philadelphia, Trenton, Newark, Jersey City, New York City, Bridgeport, Providence and Boston.

The rates which the carriers propose to cancel are the so-called "water competitive" rates, established to meet water competition. The lumber companies do not deny in their brief that some water competition has existed and still exists, but contend that the rates are not competitive and depressed, but that they are reasonable and normal.

The lumber concerns state that the increases now proposed are in addition to the 33½ per cent increase authorized by the commission last summer in Ex Parte 74. The lumber companies assert that they will average more than 5 cents per one hundred pounds, or more than twenty-five dollars per car.

Declaring that the lumber industry is in a desperate condition, as between 80 and 90 per cent of the mills are closed, the brief asserts that the proposed increase would practically double those authorized in Ex Parte 74 so far as the Northern lines are concerned. (They would make the rates in question higher than almost any other rates in the country applying under fairly comparable conditions. They would disrupt the existing relationship between the rates from Carolina and Georgia points and points immediately west. They would make the rates from certain Carolina points, lying immediate, higher than the rates from Tennessee points beyond the same route. They would also operate on cypress from Southern Georgia to New York only 1 cent under the rate from New Orleans. They would create an absurd and wholly indefensible relationship between points of destination and between lumber distributing yards. They would make the rates in New York City higher than in Albany. They would make the rates higher than those established by the commission in Central Freight Association territory. They would lay the foundation for the other increases, at a later time, from the whole Southern and Southwestern territory that would disrupt a rate relationship which has existed for twenty years.)

Rate Reconstruction Presaged

Reconstruction of the entire rate structure in the South is presaged in the Interstate Commerce Commission's report of its findings in the complaint of the Meridian Traffic Bureau against the Southern Railway Company and other carriers on January 26, that class and commodity rates between Meridian, Miss., and points in Alabama are unreasonable and unduly prejudicial to Meridian and its shippers, as compared with class and commodity rates for like distances in Alabama.

Reasonable maximum rates are prescribed by the commission, effective on or before May 5 on traffic between Meridian and points in Alabama not more than 200 miles distant by way of the lines of the several carriers.

POWER LOGGING AND LUMBER HANDLING

Future of Logging Tractors

The industrial history of this country is marked by monuments of pessimism and doubt as well as of achievement. Every notable mechanical development has been brought to successful performance in spite of unsympathetic reception. The history of the Great War would have read vastly differently had manufacturers of airplanes listened seriously to the skeptical opinions of their ability to make good. So is the history of every development that has marked a turning point in our industrial life.

In the development of tractor logging the first utilization of these machines came under extremely trying conditions. Not only was the physical operation of the machines demonstrated under the most severe circumstances, but the adaptation of this new method of hauling logs was under the stress of woods conditions apparently impossible of overcoming. In the popular mind the war tank as a piece of mechanism was supposed to have demonstrated absolute invulnerability. Loggers believed that their record of tremendous accomplishments during the war justified their putting them to any use under any circumstances, and in many cases without regard for their care or up-keep. The natural result was the delivery of the logs, when all other means failed, but in many cases very heavy repair bills to go with it.

There is no question but that the tractor has fully demonstrated its place in the logging operation. So logically and conclusively has it shown its worth that the burden of future development should rest equally upon the operator and the manufacturer. So fully has the tractor earned its position as a means of decreasing logging cost that the logger cannot afford to ignore it. But in order that this new method may be expanded with the least waste of time and with the most favorable results future application and comparison should be made on the basis of normal logging. In other words, the chief value of the tractor lies in its ability to economically perform under normal conditions, and not in its ability to accomplish the seemingly impossible under the stress of emergency.

The record made with the tractor operated as a normal logging unit leaves no room for doubt as to its ability to perform and to definitely and conclusively reduce logging cost. Such records have been made under intelligent handling of tractors and with careful attention to their requirements, both of operation and up-keep. Those responsible tractor manufacturers who have successfully adapted their machines to the trying conditions under which logging is normally done are steadily and effectively building a foundation for a tremendous future expansion in tractor logging.

Ways and Means for Handling Mixed Timber

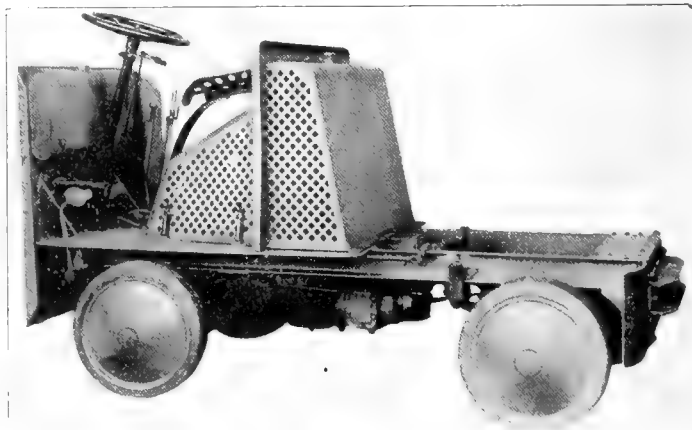
By H. S. Snyder, Bowman Lumber Company, St. Albans, W. Va.

I think it profitable for every lumber company to sort its logs whenever mixed forest of hardwood and pine, but I think logs should be sorted at the mill by means of a derrick, as some companies try to have their logs sorted by the loading crew, which I have found to be very unsatisfactory. The first reason is that very few tong hookers and send-up men are good judges of good and bad logs. The second reason is that he does not have time to judge the logs if he were a good judge of logs, and he would reduce the efficiency of the loading crew 25 per cent by taking time to look the logs over, as oftentimes loading crews are delayed by a wreck of the train, which would cause the loading crew to get in "high gear," as I term it, to load out their trains. By

sorting the logs at the mill they could be sorted at a low cost, as I would not deem it necessary to sort the low-grade hardwood from the pine; for a saw on the mill that will cut pine good will make some miscuts in hardwood. The sawyer of the mill should lose no time to prevent miscuts in low-grade hardwood. By sorting the logs at the mill by means of a derrick, special saws can be put on to cut the high-grade hardwood, and all precautions should be taken by the sawyer to prevent miscuts, as quality is the factor in high-grade hardwoods. By means of a derrick the best grade of logs can be piled back until a large number is accumulated, and then go through the mill to the lumber yard in large quantities to be stacked, which will prevent sun-check in the lumber, which is oftentimes caused by a few boards at a time being piled on top of the stack, and comes about by letting the high-grade logs go through the mill with the low-grade logs, as there is generally a small per cent of high-grade logs.

The "Power Ox," an Industrial Tractor

An industrial tractor that is now attracting much favorable attention in the hardwood lumber and wood using industries is the



The Chassis of the "Power Ox"

"Power Ox," marketed by the Barrett-Cravens Company, 169 North Ann street, Chicago. This tractor is making itself useful in the handling of lumber about the yards of a number of manufacturers of the products as well as in the yards of larger consumers. The Power Ox is designed and built for heavy duty in factory or inter-plant for dock, freight terminal, lumber yard and warehouse, and for light to medium construction work where a very small unit is needed. As a carrier it will transport 3,000 pounds, and as a tractor it will pull 40,000 pounds. The Power Ox is compact, about 4x8 feet over all. It will travel in any ordinary aisle and can be run through streets and in and out of buildings. Although small in dimensions, it has full size truck units and is built up to 1½-ton truck specifications. Some of the features of this tractor, the chassis of which is shown in the accompanying photograph, are the straight line drive through rear springs to differential of the worm drive type. It has two universal joints and heavy spring hangers. The wheels are solid, with convex face and no hubs.

(Continued from page 19)

were the only present practicable means of forest conservation in Wisconsin. He pointed to the fact that the Snell Bill for national forest conservation carries slash burning regulations, and declared that the leaving of young trees of ten inches and under on the ground constitutes a grave menace to the timbered sections of Wisconsin because of the danger of fires. Slash and other clearing refuse on 250,000 acres of land in Wisconsin threatens some such terrible holocaust as visited Minnesota, he said. Fire protection is the key to the whole situation, in his state, he concluded.

Previously Mr. Harrington reported that 280 forest fires in Wisconsin during 1920 had cost approximately \$1,500,000.

Brush Disposal Is Costly

Mr. Harder said the conclusions arrived at from the observations at Neopit are that it would be more costly to pile and burn brush under the forestry method if applied to their own operations, but that actual tests would have to be made by lumbermen in representative districts to determine what the increased cost would amount to.

The government system, as Mr. Harder explained, is that "when felling the timber, the sawyers fell first the hemlock trees and brush them so that the tops are cut in fairly small pieces, which are placed in large piles, as a basis for the hardwood tops. So far as possible, the plan contemplates that the hardwood trees shall be felled on the hemlock piles so that when their tops are cut off and the brush cut down to small pieces, it will not be necessary to carry the brush. We were unable to determine exactly to what extent this is actually being done, but we noted many felled logs and trees in such position that their brush must have been carried to the hemlock piles.

It was the opinion of the lumbermen that this scheme for felling hardwoods on hemlock piles certainly is not practical in operations with which they are familiar, and would lead to considerable cost if the brush has to be carried.

The inspection trip to Neopit was made by President McCullough, John Ross, William Landon, Mr. Harder and Secretary-Manager Swan.

Times Demand Advertising

Because, as he said, lumber is coming into a period "of the severest competition which has existed for a number of years," President McCullough urged, both in his address as president and later in his report as chairman of the promotion bureau, that the association expand its promotion efforts. "Hemlock is meeting fir and yellow pine at closer quarters than ever before," he said. Birch, maple and basswood are meeting red gum, oak and poplar in the industrial factories of the Middle West and throughout the nation, in a struggle day by day, which determines which will be used. Their qualities are such that to a large extent these hardwoods are interchangeable. The decision to use our wood depends upon constantly convincing the consumer that it has beauty or service, which is superior to that of its competitor.

I think it would be a great mistake to slacken our promotion and advertising efforts during this severe competitive period. We need the printed page constantly explaining the hardness, strength, beauty and physical characteristics of these northern woods daily to our possible customers. I would like to see some plan worked out which will give the greatest publicity to our northern woods during 1921.

At the conclusion of a paragraph devoted to a review of conditions in the northern branch of the industry during 1920, President McCullough said that as a result of transportation troubles, labor shortage, strikes, and finally the period of depression, the association's shipments, as a whole, were about 25 per cent less than during 1919.

One of the most interesting talks of the entire convention was that delivered by R. B. Goodman at the morning session on "Inventories." Mr. Goodman went very thoroughly over many mooted questions as of interest to lumbermen and made them clear to the minds of his audience.

Long-Bell

TRADE-MARKED

OAK GUM POPLAR ASH ELM

in
Commercial
Sizes
for the
Manufacturer

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Manufacturer of Oak, Gum, Ash, Poplar, Elm; Oak Flooring; Southern Pine Lumber and Timbers; Creosoted Lumber and Timbers, Posts, Poles, Ties, Piling and Wood Blocks; California White Pine, Sash and Doors, Standardized Woodwork.

MAHOGANY

THE
FREIBERG
MAHOGANY CO.

Offices and Warehouse
CINCINNATI, OHIO

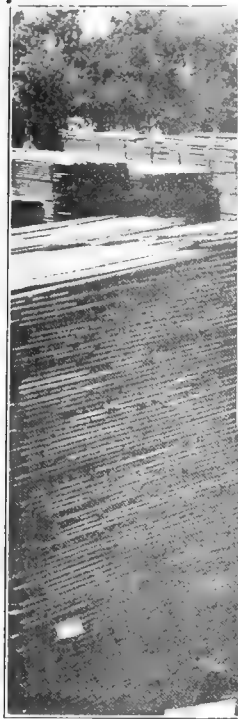
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
24 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



Pertinent Information

Regarding Proper Loading of Cars

The following statement regarding the proper loading of cars was issued by Frank R. Buck, chief inspector of the National Hardwood Lumber Association:

Before loading any car the inspector or superintendent of loading should be sure that strips are laid across the floor of the car in such a manner that the lumber can not touch the floor. Failure to observe this precaution always results in damaging the appearance of 100 to 500 feet of lumber, depending on the thickness, and frequently results in the grade being lowered. Every cinder, brick bat, bolt head and nail head is driven into the bottom layer of lumber by the jolting of the enormous weight above, and scratches of varying length and depth are produced when the lumber slides back and forth while being bumped and jerked in transit and in switching.

The following method is recommended for loading to capacity an average car the inside dimensions of which are 8 ft. x 8 ft. 6 in. x 35 ft. when the stock is piled all lengths together.

Load one end of the car about half full of 14 ft. and shorter, laying out the 16 ft. Then put the 14 ft. and 16 ft. on top in this end, the 12 ft. in the other end and the 10 ft. in the middle, making three lengths in the car. Lay out the 8 ft. and shorter and put it in the middle after the ends are full, either lengthwise or crosswise. When the first end is full put the 12 ft. and longer in the other end.

This method will of course be varied more or less according to the length of the car and the percentage of lengths in the lumber or when the lumber is piled lengths separate.

Every layer in the car should extend the full width of the car. The car should not be filled above the top side rail, and it is better to leave a space of about 12 inches on top of one end, to facilitate unloading. The ends of the lumber should be even so that they may be stamped with a hammer if desired. All doors should be carefully closed and sealed.

New National Hardwood Handbook

The new issue of the Official Handbook of the National Hardwood Lumber Association is off the press and is being distributed. The list of members, which is the central feature of the publication, is by far the strongest

showing on that score that the association has ever made. The handbook is almost indispensable in looking up matters pertaining to the work or membership of the National.

Export Tariff Increases Suspended

The Southern Hardwood Traffic Association of Memphis is just in receipt of telegraphic advices from the interstate commerce commission at Washington announcing suspension of the proposed increase of 33 1/3 to 567 per cent in charges for handling export commodities, including lumber and forest products, through the port of New Orleans. The proposed increases ranged from 1 to cent to 4 cents per hundred pounds on lumber and staves and from 1 cent to 5 cents on logs. They would have become effective Feb. 3 but for the action of the commission in suspending them.

S. M. Nickey, president, following a conference with Walker Wellford, chairman of the rate adjustment committee of the association, instructed J. H. Townshend, secretary-manager, to take immediate steps to have the increased tariffs suspended as soon as it became known that they were proposed. Pursuant to these instructions, Mr. Townshend, accompanied by W. H. Russe of Russe & Burgess, Inc., went to Washington last week and appeared before the commission, with the results already announced.

Correspondence Course in Lumber

The School of Forestry of the University of Idaho at Moscow offers a correspondence course in lumber and its uses. That the course is meeting with a real need is attested by the large number of students that have registered for it since it was first announced about three years ago. Some thirty different states are represented in the enrollment.

The course is designed to be of special value to lumber dealers, lumber salesmen, contractors or builders, carpenters, manual training teachers, and others connected with the woodworking industries. The fee is a nominal one and includes the text book and all reference material.

The course consists of twelve assignments covering such topics as the structure and physical properties of wood, lumber grading, structural timbers, seasoning and preservation of wood, lumber production and the selection and use of materials.

A prospectus will be sent on application to the School of Forestry, University of Idaho, Moscow, Idaho.

A. O. Davis to Open Commission Office

A. O. Davis has resigned from the T. C. Clanton Lumber Company, Inc., of Shreveport, La., to take effect Feb. 1. On that date he will open an office in Shreveport, at 509 Merchants building, to handle hardwood and yellow pine on a strictly commission basis.

New Rotary Veneer Rules Adopted

S. M. Nickey Is Elected Chairman of Commercial Rotary Veneer Association at Annual Meeting

The adoption of a revised sales code and inspection rules, was the chief accomplishment of the Commercial Rotary Veneer Club of the American Hardwood Manufacturers' Association, in annual meeting at Memphis, Tenn., Jan. 22. The code and rules were formulated by a committee headed by R. L. Jurden of the Penrod-Jurden Company, Memphis. The new regulations will go into effect as soon as they can be printed and distributed to the members. The secretary received instructions to attend to this without delay.

At the annual election of officers, S. M. Nickey was elected chairman of the club and the following other officers to serve with him for the ensuing year: E. B. Snyder of Memphis, vice-chairman; directors, J. C. Hill, High Point, N. C.; Dan Stewart, Tuscaloosa, Ala.; T. V. Ashby, Jackson, Miss.; W. J. Lovelace, Cotton Plant, Ark.

The text of the code and inspection rules is as follows:

Sales Code

When quotations, orders or contracts covering the sale of Commercial Rotary Cut Veneers are made or entered into with members of the American Hardwood Manufacturers' Association and contain the clause "subject to the sales code and inspection rules of the Commercial Rotary Veneer Department of the American Hardwood Manufacturers' Association, adopted December 1, 1920," all transactions shall be governed and controlled (with such exceptions as are specifically made in writing) by the said sales code and inspection rules.

All quotations are made subject to prior sale, immediate acceptance, change without notice and purchaser's credit rating proving satisfactory to the seller. If during the life of any order or contract the financial responsibility of the purchaser becomes impaired or unsatisfactory to the seller, then cash payment for accounts due or goods to be shipped may be demanded and in default of which the order or contract may be cancelled by the seller.

Orders, Contracts, Acknowledgments

All orders or contracts shall be in writing and signed by both parties or signed by the buyer and accepted in writing by the seller.

All orders or contracts are subject to the approval and confirmation at the main or home office of the seller and are not binding unless confirmed in writing.

Acknowledgment of orders by the seller shall state fully and in detail the sellers' understanding of the order or contract and shipment to be made in accordance herewith. Omissions, errors or misunderstandings should be corrected by purchaser by return mail.

Any changes or alterations in an order must be agreed to and confirmed by both parties.

All details in regard to specifications, grade, part piece stock, the dimension in length with the grain and the dimension in width across the grain and all other details must be explicit.

Loss or Damage in Transit

The seller does not guarantee safe delivery nor insure against breakage, loss or damage to material while in transit.

Dimension Stock

Orders for log run, sheet stock or dimension cut veneer are not subject to cancellation, unless the seller fails to have the stock ready for shipment within the time specified and then the buyer must give the seller ten days notice to ship the goods or any portion of the order that is ready for shipment before the order can be cancelled and the seller shall have the right to ship that portion of the order ready for shipment or that portion that is cut and in process of drying.

Invoices

Promptly upon acceptance of shipment by initial line of railroad, the seller shall mail to the purchaser an invoice, giving full information in connection with the shipment. Invoice to bear date coincident with bill of lading, and errors, omissions, etc., are subject to correction.

General Contingency Clause

Quotations are based upon and orders and contracts accepted under a "General Contingency Clause" which recognizes that the seller shall not be held liable for delays or non-delivery of material when occasioned by strikes, floods, fires, epidemics, inability to secure cars, delays of carriers or any other cause whatsoever beyond the control of the seller, and shipments and deliveries may be delayed or suspended until such causes and their effects have been removed.

Terms of Payment

All stock is sold on a basis of "f. o. b. mill, net cash thirty days from date of invoice."

If the buyer desires, and it is agreeable to the seller, then settlement may be made by ninety day acceptance, provided acceptance is furnished to the seller within ten days from the date of the invoice and, further, provided that the buyer shall pay interest to the seller for the period of time taken beyond thirty days from date of invoice and interest shall be at current banking rate and acceptance shall be made payable in funds at par in the federal reserve bank district in which seller is located.

Reinspection or Remeasurement

In the event of complaint by the buyer on the quality or grade of the material shipped, the purchaser shall receive and unload shipment and hold any rejected or disputed material intact, properly protected, and shall, within five days from receipt of shipment, file complaint with the seller. If the complaint is on measurement or on both inspection and measurement, the entire contents of the carload must be held intact and payment of the freight charges or of the invoice shall not be considered as an acceptance of the shipment by the buyer nor shall such payment work a forfeiture of the right of the buyer to enter complaint and to have adjustment of same.

Upon receipt of complaint from the purchaser and in the event an adjustment cannot be made between the seller and the purchaser, then the seller may request the American Hardwood Manufacturers' Association to appoint an arbitrator to provide reinspection or remeasurement, as the case may be, according to the inspection rules of the Commercial Rotary Veneer Department of the association in effect at the time of the execution of the contract and the purchaser shall lend all reasonable assistance to facilitate the inspection or remeasurement.

A certificate is to be issued by the arbitrator, showing the name of the seller and the purchaser and the results of the reinspection or remeasurement and the original copy of this certificate to be mailed to the seller and duplicate to the purchaser.

The party at fault shall pay all costs of such reinspection or remeasurement and the decision of the arbitrator shall be binding upon both the purchaser and seller.

The purchaser shall accept all material of the grade and kind purchased and all of the lower grade of material, not to exceed ten (10) per cent, and pay for said lower grade material at the proportionate price to be fixed by the arbitrator.

General Rules

All rotary cut stock shall be of uniform and standard machine gauged thickness. Stock of all grades and kinds must be cut solid and dried so that it will not mould or damage in transit and be sufficiently flat to straighten under the press without splitting.

Surface dimensions shall always be given; first, the thickness; second, the width across the grain; and, third, the length with the grain.

All specifications for special stock, not covered by these rules, shall be a matter of special contract between the buyer and the seller.

Measurement

All log run and sheet stock of random widths shall be measured by taping and all dimension stock, in all grades, shall be computed on the basis of the sizes given and without allowance for trimming.

The standard grades of commercial Rotary Cut Veneer shall be as follows:

1. Faces.
2. Backs.
3. Dimension Stock.
4. Drawer Bottoms.
5. Crossbanding.
6. Core or Center Stock.
7. Unselected Log Run.
8. Unselected Sheet Stock.

Cutting

The word "cutting" as used in these rules means a portion of a sheet of veneer obtained by cross-cutting or ripping, or both. The terms "clear face cutting" as used in these rules means a portion of the sheet of the veneer to be face grade and to be obtained by cross-cutting or ripping, or both.

GRADES**Faces**

Stock of any thickness, in any kind of wood, unselected for color and shall be free from all defects except slight splits that will close in laying. Selected or figured face stock of any thickness to be the same grade as face stock except it shall be selected as to color or figure.

Backs

Stock of any thickness, in any kind of wood, and shall admit sound defects and pinworm holes and splits not open to exceed 1-8" in width.

Dimension Stock

All dimension stock, in any thickness, in any kind of wood, shall be machine cut to the length specified and if allowance is desired for trimming specifications should be for length required, including trimming, and stock is to be billed and measured at actual length cut and all dimension sizes may be a trifle full as to width. Unless otherwise specifically stated all stock for dimension sizes is to be cut to the sizes specified in one piece stock and in addition to include what part pieces the logs produce. Part pieces are to be of sufficient width to make allowance for jointing and part pieces are to be as wide as possible.

All dimension stock must be cut reasonably square.

Standard Drawer Bottoms

Stock of any thickness, of any kind of wood, to be unselected for color. To be free from splits but may permit small tight knots; otherwise to be face grade.

Crossbanding

Stock 1-16" or less, in any thickness, in any kind of wood, to be unselected for color, free from open defects but shall admit pinworm holes, sound discolorations and splits that will close in laying. (Splits to be not more than 10 per cent of the length of the piece.)

All stock not exceeding 40" in length shall contain the following percentages of whole sheets:

All stock up to and including 30" widths, 50 per cent whole sheets.

All stock 31" to 44" widths, inclusive, 40 per cent whole sheets.

All stock 45" to 59" widths, inclusive, 35 per cent whole sheets.

All stock 60" to 73" widths, inclusive, 25 per cent whole sheets.

All stock 74" to 86" widths, inclusive, 15 per cent whole sheets.

(On piece stock 1-2" must be allowed on each piece for jointing.)

Core or Center Stock

Stock of 1-15" or thicker, in any kind of wood, to be unselected for color, to be free from open defects, but shall admit pinworm holes, discolorations, splits that will close in laying and other sound defects. (Splits to be not more than 10 per cent of the length of the piece.)

All stock not exceeding 40" in length shall contain at least the following percentages of whole sheets:

All stock up to and including 30" widths, 50 per cent whole sheets.

All stock 31" to 44" widths, inclusive, 40 per cent whole sheets.

All stock 45" to 59" widths, inclusive, 35 per cent whole sheets.

All stock 60" to 73" widths, inclusive, 25 per cent whole sheets.

All stock 74" to 86" widths, inclusive, 15 per cent whole sheets.

(On piece stock 1-2" must be allowed on each piece for jointing.)

Unselected Log Run

Unselected red gum, selected red gum, tupelo, cypress, yellow pine, yellow poplar, basswood, beech, elm, maple, ash, sycamore, hackberry and cottonwood must grade at least 50 per cent clear cutting in face grade and no cutting to be considered that is less than 6" wide by 24" long in all thicknesses up to and including 1-15", the stock shall be 6" and up wide; to be 48" and up long and at least 50 per cent 60" and longer.

In thicknesses of 1-12" and thicker, the stock shall be 6" and up wide; to be 36" and up long and at least 50 per cent 60" and longer.

Selected log run shall be of the same specifications except that it shall be selected for color.

Unselected Sheet Stock

Red oak, white oak, selected red gum, unselected red gum, cypress, yellow pine, yellow poplar, ash, walnut, cottonwood, tupelo and black gum of any thickness, must grade at least 75 per cent clear cutting in face grade and no cutting to be considered that is less than 6" wide by 24" long.

In all thicknesses up to and including 1-15", the stock shall be 8" and up wide; to be 48" and up long with at least 50 per cent 60" and longer.

In all thicknesses of 1-12" and thicker, the stock shall be 6" and up wide, at least 85 per cent 11" and wider; to be 36" and up long, at least 90 per cent 60" and longer, and must have 75 per cent of the total 86" and longer.

Selected sheet stock shall be of the same specifications except that it shall be selected for color or figure.

Where crating is specified on sheet stock grades, the veneer shall be crated to length random widths.

(In red and white oak, unselected sheet stock, bright sap which shows the same character and grain figure as heartwood shall not be regarded as a defect.)

Evansville Woodworking Plants Speed Up

The furniture factories and other woodworking plants at Evansville, Ind., that have been either closed down for the past several months or have been running on part time, are arranging to operate on better schedule and the manufacturers say that by the first of April things probably will be normal once more. The plants of the Wemyss Furniture Company and the Crown Chair Company started working on Monday, January 31, after an idleness of several months and there was joy among the workers when the factory whistles blew once more. The Wemyss plant is employing about 100 men, while more than 50 operatives are working at the Crown Chair Company's plant. These two factories will add more to their force as business increases. The Never-Split Seat Company, that has been operating on a 50 per cent basis, started running full time a few days ago and gave employment to eighty-five men. The plant of the Imperial Desk Company now is working with about 150 men forty-five hours a week. The four Klammer furniture factories are running thirty-six hours a week. The plant of the Karges Furniture Company is working 155 men thirty hours a week. The Globe-Bosse-World Furniture Company is operating two of its plants four days a week and the other two five days a week with a force slightly under normal. The plant of the Furniture Company is being operated four days a week with a force of 125 men. The plant of the P. H. Reddinger Company is operating about one-third of its normal force now. The outlook for the Evansville plants is much brighter now than three months ago, according to the leading furniture manufacturers of that city.

Oscar A. Klammer, head of four furniture factories in Evansville, is being mentioned by some of his friends as a candidate for the republican nomination for mayor in the city primaries that will be held in May. Mr. Klammer has been an active leader in the republican party for a number of years. Mayor Benjamin Bosse, head of the Globe-Bosse-World Furniture Company, also head of a dozen or more large industries here, is expected to make the race for mayor again on the democratic ticket. He is serving his third term. In the event that he does not care to make the race again, there is some talk of Daniel Wertz, president of the Maley & Wertz Lumber Company, who has been a member of the city school board for the past two years.

AMERICAN WALNUT

Always A Quality Product

YET, just as there are grades of precious jewels, so there are variations in the degree of quality in Walnut. Based on our large list of satisfied customers and our unusual facilities for correct manufacture, our product can honestly be described as unexcelled. It is sold on guaranteed inspection, for prompt shipment and from a full selection of grades and thicknesses.

Frank Purcell Walnut Lumber Co.
KANSAS CITY, KANSAS

MILLS, FACTORY,
OFFICES, ALL
CONCENTRATED
AT THE ONE POINT

QUICK REPAIR

for repairing splits, checks and other defects in face veneers.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

QUICK REPAIR has been used by some of our customers for a number of years.

Small Sample Tube Mailed Free on Request

PERKINS GLUE COMPANY

Factory and General Offices:
LANSDALE, PENNSYLVANIA

Sales Office:
SOUTH BEND, INDIANA

Efficiency in the Wood Working Plant

By F. E. Ackley

Heywood Brothers and Wakefield Company

Our ideas of increasing efficiency are based more along the line of standardization, specialization and elimination of waste. We are looking at all times to get the different parts of our product standardized, and to make them interchangeable, etc., as far as possible. We think, the fewer sizes and shapes a factory has, and still have a complete line, the more efficient work it can do. Many times the same legs, seats, backs, arms, etc., can be used on a variety of patterns, and the designing department should always have this in mind.

After standardization, comes specialization. When you have the work so well standardized that the parts can come through in quantities, you are able to keep your machines running longer on the same patterns, without changing. In this way, an operator becomes very proficient in his particular line. The old idea, that every man who did efficient work, must be an all-around mechanic, and be able to get out his own stock and follow it through until the piece of furniture was completed, is not only out-of-date, but is a very expensive way to operate. A man of average intelligence, who would not be considered one minute as a mechanic, can be taught in a short time to handle one operation in a very efficient manner, and do better and much more work than a regular mechanic who

is changing from one job to another. With this system, the factory needs but few all-around mechanics. The foreman should be a good man who is everything that the name implies (that is, "fore man" or key man) that the other men can work with, and who is not only able to teach them their particular work, but to show them its importance in the completed article, and to keep them interested.

For it is easy for a man working on one machine to get the cog-wheel attitude, and imagine that he is only a piece of machinery grinding out certain work, when his attitude should be, that he is part of a team making useful articles, and that a good deal depends on how well he plays his position. He should be interested in the operations leading up to his work, and in the operations following, and always ready to make suggestions that he thinks would improve the whole team. And many good ideas come from workmen with little experience, and who one might think never had an idea.

After this would come time study, for after your work is standardized and your workmen made specialists, then comes the idea of how much they should receive for doing the work, and to know when they are doing a fair

(Continued on page 35)

OUR PRODUCT IS FOUND AMONG DISCRIMINATING BUYERS

BECAUSE we have perfected every detail of our organization. Each department was planned with painstaking care with the definite end in view of a product of unsurpassed quality. This involves a rigid selection of logs by expert log buyers surveying a wide territory, perfect mechanical equipment and its undeviatingly correct use. Our four band mills and three veneer mills manufacture the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high grade hardwoods.

WOOD-MOSAIC COMPANY
INCORPORATED
LOUISVILLE, KENTUCKY



THE EQUIPMENT IN OUR THREE VENEER MILLS IS ALL
MODERN AND IN EACH CASE DEVOTED TO CUTTING ONLY
THAT CLASS OF MATERIAL FOR WHICH IT WAS PLANNED



"The Cabinet Wood Superlative"

Little Doors That Open

(without sticking) after centuries of use.

There are little doors—and hidden drawers—that were fabricated 200, 300, 400 or more years ago. Some of them are supposed to open at the light touch of a delicate finger (with rare jewels on it). Some of them may stick (Oh, heavens!). BUT—*some of them are of WALNUT.*

The Walnut ones don't stick, nor jam.

Everybody is glad to know that cabinet-work of that supreme hardwood is still being made—by artisans who are indeed artists. Would you believe it? It is *true!*

Ask your furniture dealer—if you hope (as of course you do) that the furniture you buy today shall become the treasured heirlooms of your great-grandchildren.

"Walnut is Walnut"—there's no getting away from *that*.

The American Walnut Brochure, de luxe, is ready. May we have your written application? (Promptly answered.)

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

Room 1024 616 South Michigan Boulevard, Chicago

ALL BRANCHES OF THE FURNITURE TRADE

are feeling strongly the Effects of the series of tributes to our American Walnut which are running continuously in most of the Best Publications in America. Above is an example.

THERE ARE STILL A FEW FURNITURE HOUSES IN THE COUNTRY

who are giving their better-posted competitors a great advantage over them with the Best Trade. WHY? Simply because they "heard somebody say" that American Walnut was getting scarce. Let them ask us for THE FACTS! (See address above.)

(Continued from page 34)

day's work. We think this can be accomplished very nicely by the piece-work system, which has been much abused, but when used in all fairness by both parties, is the most satisfactory and fair system, for a good workman gets full pay for his work, and does not have to be held back by a poor workman. These prices should be established by time study, and the rate fixed at what an average workman can do. Then after the rate is once fixed, if a good man by hard and efficient work can make what seems to be big wages, he should be allowed to do so, and the rate never changed, because a man seems to be making too much, for you are getting your work out at what you figured, and the more he does, the less your overhead per unit, and so long as his work is good, the more he earns; the more the factory earns.

There are some jobs and places where the piece-work system does not seem to be the most economical. For instance, stock cutters, who must study their work and get all they can out of the raw material, and this comes to the elimination of waste. A good stock-cutter is one of the most valuable men in the factory. He must be thoroughly reliable and conscientious, always trying to get all there is out of the board, and his idea should be quality, and not quantity of production. In fact, in using the piece-work system, this is the one thing that has to be watched; that they do not sacrifice quantity for quality, and this necessitates strict and conscientious inspection.

The cutting department should work in close accord

with the lumber department. Should understand the grade and value of the stock they are using, and whether or not it is the most economical cutting-up grade they can get for their particular work. They should be watching to see that the stock is properly kiln-dried, and is in shape in every way to make good furniture.

Then all through the factory, stock that has been rejected or condemned for the particular work it was intended for, should never be thrown into the wood, until it is found there is nothing else to be cut of it.

Another advantage in getting the stock standardized is that large quantities of it can be bought in dimension, and if this is well manufactured, is oftentimes much more economical than buying lumber in the board, as it eliminates the waste at the source, and saves freight and other costs. Then the lumber department must see to it that the stock it gets is the most economical grade; that the dimension is well manufactured, and does not have to be re-manufactured before it can be used; that it is well cared for, and that they get everything they pay for, at the same time keeping the good will of the shippers.

Veneer Company Buys Land

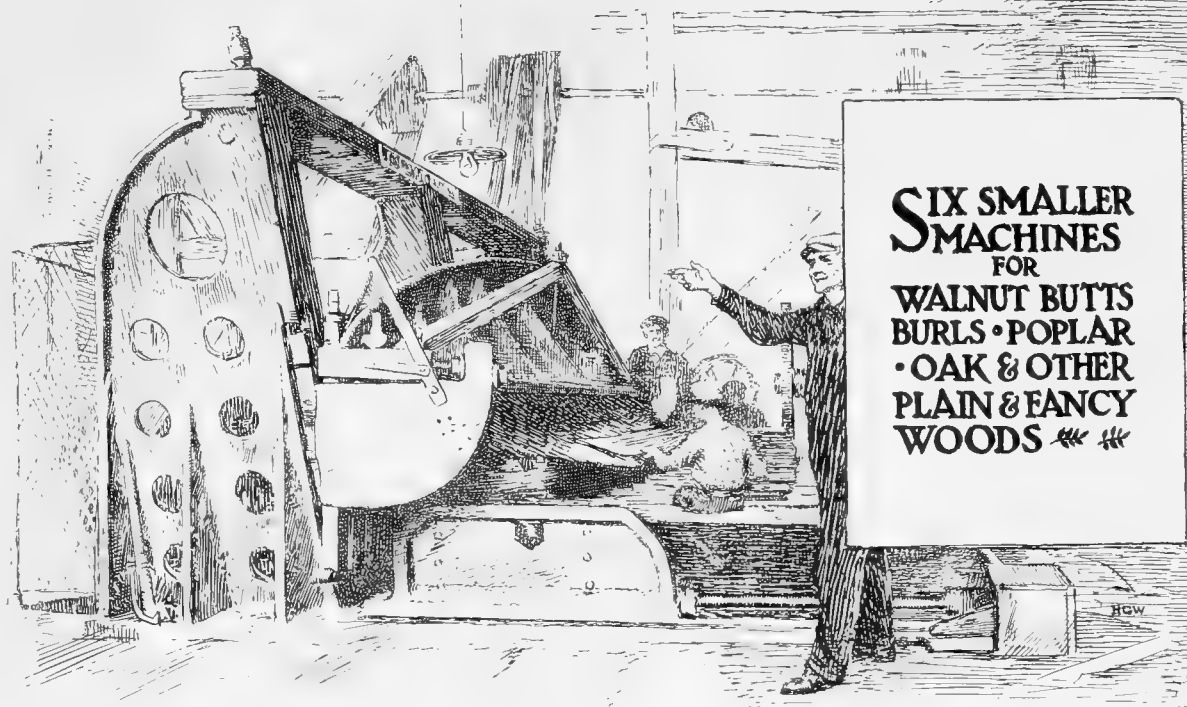
The Underwood Veneer Company of Wausau, Wis., has filed warranty deeds indicative of the purchase of acreage in Forest and Langlade counties valued at in excess of \$350,000 from the Wisconsin Town Lot Company, said to be a subsidiary of the Chicago & Northwestern Railroad Company. The purchase includes 3240 acres in Forest county and 40 acres in township 34-12, Langlade county, for \$264,000, and an additional 750 acres in Langlade and 290 acres in Forest county for \$86,000.

COMPETENCY

OUR SEVENTEEN FOOT SLICER

makes short work of
**LONG WALNUT
& MAHOGANY**

RIGHT VENEERS AT RIGHT PRICES



**SIX SMALLER
MACHINES
FOR
WALNUT BUTTS
BURLS • POPLAR
• OAK & OTHER
PLAIN & FANCY
WOODS**

THE WILLIAMSON
VENEER CO.

Mills - BALTIMORE, MD.

Sales Branches - NEW YORK • CHICAGO • HIGH POINT • JAMESTOWN

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—**SERVICE**

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

ESTABLISHED 1867



INCORPORATED 1904

HOFFMAN BROS. Co.

VENEERS

HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

△ △ △

STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak

Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Better *dry* and ready to ship.

3/8", 1/2", 5/8", 4/4" American Walnut, Common and Better, *dry* and ready to ship.

Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and other Northern Hardwoods

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperae & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

THE MENGEL COMPANY

has operated its own mahogany camps in the tropics for twenty years, in order to offer the trade, lumber and veneer, manufactured from a uniform supply of fresh and selected logs.

These operations are performed by no other manufacturer of mahogany lumber and veneer in the world.

THE MENGEL COMPANY

INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Teaching the Essentialness of Good Furniture

On a scale never before conceived arrangements are being made by the leaders of the furniture manufacturing industry of the country to enlighten the American public as to the essentialness of good furniture. Through the medium of the periodical and daily press, booklets and other direct advertising methods, the furniture manufacturers will conduct a three-year publicity campaign throughout the nation. This will be the first organized effort of the makers of furniture to establish direct contact with the great family of furniture users. It is hoped by this contact, according to an explanation given by Wm. B. Baker, secretary of the National Association of Chair Manufacturers, to turn the minds of the people back to the home, and demonstrate to them the happiness that may be derived from a more comfortably, more substantially and more artistically furnished home. It will be their purpose to reawaken the love of the home, from which the people have more or less turned in their devotion to automobile joy rides, the syncopated lure of Jazz and the blood-and-thunder and custard pie cinema plays. The public will be shown how much better it is to spend their money on such enduring values as good furniture, than on the foolish and temporary pleasures. They will be made to understand that in buying a good piece of furniture they will acquire an article that will give them pleasure throughout their lives and may be passed on to their posterity as an heirloom worth treasuring.

The furniture makers believe, Mr. Baker said, that this advertising campaign gives them a great opportunity not only to create a permanent market for furniture in good taste, but to improve the culture of the American people. "In the past the people of our country have thought too little of furnishing their homes in a way the homes of intelligent people should be furnished; that is, with an eye to enduring values, dignity and artistic harmony," he said.

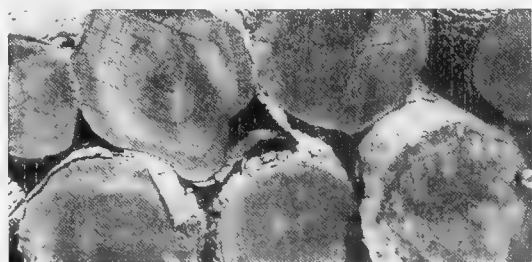
The campaign will be very thorough, and will include descriptions of the basic values of the cabinet woods, proper methods of manufacture, the period designs and their historical development as well as descriptions of ideal domestic interiors. In short, the essentials of good furniture will be taught from the raw material to the actual arrangement in the home. One appeal will be made direct to the retail salesman, so that he may better understand the product he sells and intelligently direct the choice of his customers. The other will be addressed to the buyer, so that he may know how to insist on the best in furniture. It is expected that the retailer will join with the manufacturer in subscribing the necessary funds. The promoters hope to start the campaign this year and plan to spend approximately \$250,000 the first year. Subscriptions will be sought among the manufacturers of furniture without regard to association alignment; that is, the subscriptions will be made by individual firms.



Random view of our million foot pile of clean, fresh walnut logs.



Select walnut logs twenty four inches and up in diameter for thick stock and special requirements.



Note that our logs are sound and free from ring shakes



One Million Feet of strictly high-grade walnut logs.

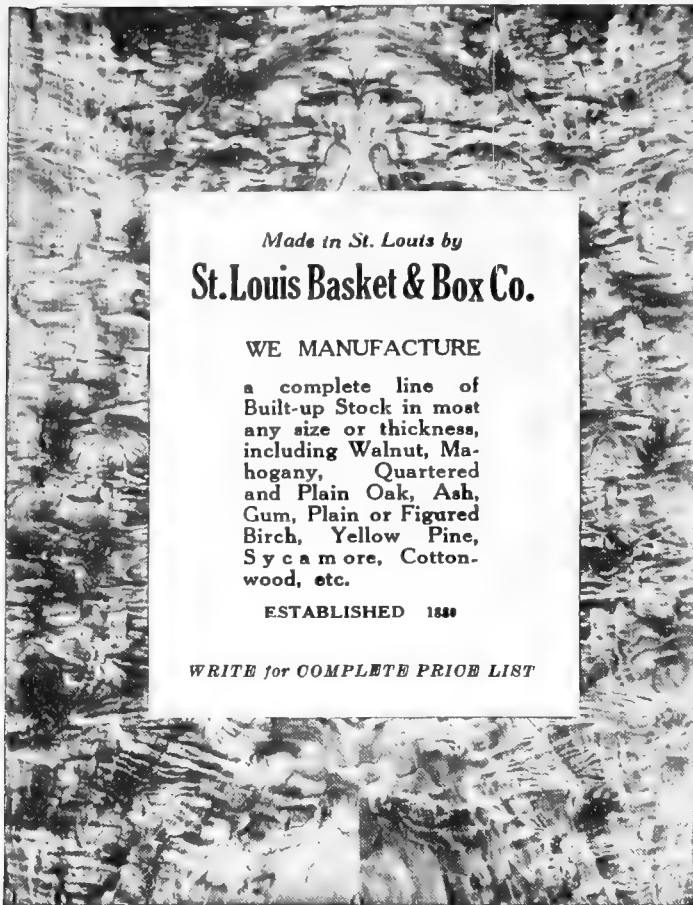
American Walnut Made on Honor

Located for forty years in the center of the richest walnut region in America, our entire effort has always been to operate as honestly as nature grew the logs we use. A truly clean reputation for quality product has been built through constant personal attention to the selection of logs and the manufacturing and marketing of the out-put. Langton American walnut has long been the ideal American walnut lumber and dimension stock, to the discriminating furniture and interior finish manufacturers to whom we cater exclusively.

LANGTON LUMBER CO.

PEKIN

ILLINOIS



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

Walnut Cedar-Lined Chests Are Becoming Popular

One of the most interesting articles of furniture among the exhibits at the January markets at Chicago and Grand Rapids are walnut chests, cedar lined. These chests are really handsome affairs, made up in period designs to match bedroom suites. It is easy to understand what a strong appeal they are making as an adjunct to the bedroom suite, as they perfectly harmonize with the quiet dig-

nified tone of the best suites. They appeal to persons who would not buy an all-cedar chest because of its too violent contrast with other bedroom furnishings. The chests have been on the market for about a year now and a number of manufacturers are adding them to their line. Being lined with cedar, they do not sacrifice the insect repelling values of the cedar chest, to the more artistic appearance of the walnut cover.

The increasing popularity of these chests suggests the possibility of the development of another large item of demand for American walnut lumber. If the promise of popularity which these chests now offer is fulfilled it will add tremendously to the volume of consumption of walnut and other high class cabinet woods.

The chest form was one of the earliest articles of furniture developed and from it most of the furniture of today was evolved. Chests were the precursors of such present day furniture as "chest-of-drawers," buffets, bureaux, "dressers," chiffoniers. They are merely the ancient chests with legs, or several chests on legs. In medieval times the chest was used as a seat as well as a container of wearing apparel.

True Mahogany

Five species of true mahogany are now recognized by botanists. *Swietenia mahagoni* is confined to the West Indies and the tip of Florida. Along the northern coast of South America is the Venezuelan mahogany, *Swietenia Candollei*, a newly-described species. In Mexico and Central America are three species. The Honduras mahogany is *Swietenia macrophylla*. Opposite this on the west coast is the small-leaved one, *Swietenia humilis*. Overlapping this and extending northward through west central Mexico is another species just described, *Swietenia cirrhata*. The heaviest and hardest grades of wood are produced by *Swietenia mahagoni*, the West Indian or



Two Handsome Cedar-Lined Chests in Period Designs

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Cuban mahogany. Some of the other species produce woods as light and soft as the closely-related Spanish cedar (*Cedrela*), of which there are now 36 species recognized by botanists.

Business activity is on the increase at Paoli, Ind., with the reopening of the Indiana Veneer and Packing Company's plant here, which has been closed down for an indefinite period. The Knox-Hutchins furniture factory at Paoli has also resumed operations after being shut down for some time. Both plants have started up under a new schedule of wages, which is slightly under the schedule paid the men before the plants shut down.



A COE AUTOMATIC ROLLER VENEER DRYER

in operation in the plant of the Breece Manufacturing Company, Portsmouth, Ohio, where the celebrated "Breece Table Top" is made.

They say: "*It is indeed a pleasure to watch this Dryer operate.*"

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

Why Not Try Them?

SOME PIECES OF GUM VENEER, SPREAD WELL WITH ALLEN'S GLUE; SET OUT IN WETTEST WEATHER, WHERE THE RAIN MAY SOAK THEM THRU; PUT THRU A HEATED DRYER, FROM WHICH THEY QUICKLY COME, PERFECT PLYWOOD PANELS, OF FIGURED SOUTHERN GUM.

FOR BEAUTY AND ENDURANCE, FOR CLIMATE COLD OR HOT, YOU'LL FIND OUR PLYWOOD PANELS, THE BEST THAT CAN BE BOUGHT. WHEN WE ADD UP THEIR VIRTUES, IT BRINGS A TELLING SUM, WITH THE ANSWER WRITTEN "PERFECT," ALLEN-EATON'S PLYWOOD GUM.

L. D. A. Copyrighted 1921.

ALLEN-EATON PANEL CO., Memphis, Tenn.

CHICAGO MILL AND LUMBER COMPANY

Adds Battery of Dry Kilns

(Capacity 1,500,000 Feet of Lumber per Month)

TO

Dimension Plant at Cairo, Ill.

Plant Equipped with Latest Machinery.

Drawer Side Material and Moulder Work.

Dimension Lumber Kiln Dried Means:

1. The elimination of waste.
2. A saving of at least 40% in freight.
3. Lumber delivered at the woodworker's plant ready for immediate use.
4. A quick turnover and minimum investment in lumber.

The benefits to be derived from the use of Chicago Mill Dimension Lumber are cumulative. In the long run it means lower production cost for the finished article.

For particulars and prices address

CHICAGO MILL AND LUMBER COMPANY

FROM
Sycamore
Ash, Elm
Oak, Gum
Cottonwood
Cypress, Maple

**DIMENSION LUMBER
DEPARTMENT**

**111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS**

FOR
Furniture
Automobiles
Drawer Sides
Kitchen Cabinets
Garment Hangers

(HAVE YOU SECURED OUR QUOTATIONS ON ROTARY CUT VENEER?)

MEETING YOUR NEEDS

Twenty-five years of service to the most exacting users of quality hardwoods enables Paepcke Leicht to help you get your exact requirements in southern hardwoods, no matter what they may be. This experienced service is impartial—its purpose is to help you select the wood best suited for your use—uniform in quality and of the most economical grade which will prove entirely satisfactory for the job.

PAEPCKE LEICHT



SOUTHERN HARDWOODS

Prompt shipment, dry stock—
Uniform quality and inspection
— Band Sawn — End trimmed.
Full and uniform thickness —
Good run of widths and lengths.

WE SPECIALIZE IN OAK AND GUM

GENERAL OFFICES

Conway Building, 111 West Washington St.
Chicago, Illinois

BAND MILLS

Helena, Arkansas Blytheville, Arkansas
Greenville, Mississippi

PAEPCKE LEICHT LUMBER COMPANY

AAA-1

EVANSVILLE VENEER COMPANY

has a reputation and financial worth that guarantee satisfaction.

We give attention to the little details that make a perfect product, a dependable service and a satisfactory veneer connection that will function with your organization.

Our organization is large enough that we meet the conditions and give you absolute protection against changes.

The quality of our veneer is above question, and our line consists of

QUARTERED OAK

SLICED WALNUT

FIGURED RED GUM

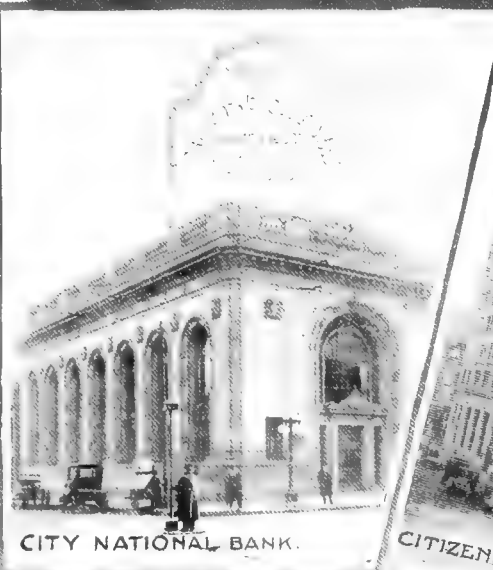
ROTARY PLAIN WHITE OAK
AND GUM

We carry large stocks ready for quick LCL shipments.

THE
Evansville Veneer Co.

VENEERS.
EVANSVILLE, IND.

A GROUP OF
EVANSVILLE
BANKS



CITY NATIONAL BANK.



CITIZENS NATIONAL BANK.

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

INDUSTRIAL conditions are developing in a most reassuring way. Improvement in our own business is most gratifying. We are greatly encouraged over the prospects for the future.

W. M. RITTER LUMBER CO.
COLUMBUS, OHIO

Clubs and Associations

Louisville Division Southern Hardwood Traffic Association Holds Fifth Annual

The fifth annual meeting of the Louisville division of the Southern Hardwood Traffic Association was held at the Pendennis Club, Louisville, the evening of Feb. 8, following the usual dinner, and with the membership of the Louisville Hardwood Club present, that organization having passed up its weekly meeting.

A. E. Norman, Jr., Norman Lumber Company, Louisville, was re-elected vice-president in charge, and J. S. Thompson was reappointed district manager.

About thirty members were present out of a total of forty-two, fifteen new members having been secured during the year. The principal speakers were: J. Van Norman, general counsel for the organization; J. H. Townshend, secretary-manager, from the Memphis headquarters; J. S. Thompson, district manager, and A. E. Norman, Jr., vice-president in charge. Mr. Norman's report was short, the active work being taken care of in the manager's report.

Vice-President Norman named the following advisory board: C. H. Barnaby, Greencastle, Ind.; John Churchill, Navco Hardwood Company and Churchill-Milton Lumber Company, Louisville; E. L. Davis, Edward L. Davis Lumber Company, Louisville; H. J. Gates, Louisville Point Lumber Company; Preston P. Joyes, W. P. Brown & Sons Lumber Company; D. E. Kline, Louisville Veneer Mills; W. A. MacLean, Wood-Mosaic Company; E. B. Norman, Holly Ridge Lumber Company, Louisville; C. E. Platter, North Vernon Lumber Mills, North Vernon, Ind.; Daniel Wertz, Maley & Wertz Lumber Company, Evansville.

Mather Heads Chicago Association

N. C. Mather was elected president of the Chicago Lumbermen's Association at a meeting of the new directors held two weeks ago at the association headquarters at No. 11 South La Salle street. Frank H. Burnaby was elected vice-president and P. S. Fletcher treasurer. Edwin Ewing Hooper, who resigned the secretaryship of the association at the annual meeting after thirty-two years' service, was made an honorary vice-president.

Third Lumber Congress and National Wholesalers' Annual

The Third American Lumber Congress and the annual meeting of the National Lumber Manufacturers' Association will be held in Chicago at the Congress Hotel, Wednesday, Thursday and Friday, March 30 to April 1.

On March 29 and 30 the National Wholesale Lumber Dealers' Association will hold its annual meeting at the new Drake Hotel. On March 31 and April 1 the wholesalers will join with the members of the National Lumber Manufacturers' Association and others in holding the Lumber Congress.

A meeting of the board of trustees of the National Wholesale Lumber Dealers' Association was held on Wednesday, Jan. 26, with a meeting of the executive committee on Tuesday. One of the most important matters discussed was the selection of the time and plans for holding the twenty-ninth annual meeting. Strong invitations were received from many cities, including St. Louis, Mo., Cincinnati, O., Chicago, Ill., Richmond, Va., Buffalo, N. Y., New York City and Atlantic City, N. J., and the trustees finally concluded it to be in the interest of the association to hold the meeting at Chicago, Ill., March 29-30.

The membership of the association has reached its pinnacle of 529, and is growing toward the west and central west to such proportions that the trustees recognize the desirability of selecting a place which would appeal to this contingent. One of the strong determining factors in favor of Chicago was the probability of other important lumber gatherings being held in Chicago at the time of the annual meeting of the National Wholesale Lumber Dealers' Association. Preparations are under way for the American Lumber Trade Congress and other conferences of manufacturers from the south and Pacific Coast, and the trustees considered it opportune, under these circumstances, to meet in Chicago.

A. L. Stone, chairman of the board of managers of the Bureau of Information, reported on its investigation among the members with a view of obtaining information of assistance in securing the enactment of legislation clarifying the guarantee clause of the Railroad Act. Many members of the association have vast sums tied up because of a ruling of the comptroller of the treasury preventing partial payments to railroads who are not in a position to file their final accounting and who urgently need funds to meet current obligations. Hundreds of thousands of dollars are due members of the association, and the Bureau of Information is co-operating with others in an effort to obtain early payment of these needed funds.

The report of B. C. Currie, Philadelphia, chairman of the railroad and transportation committee, was covered by Traffic Manager W. S. Phippen, who reported its activities in connection with railroad rates, New York lighterage, proposed increase of demurrage rates, and especially on the

proposed cancellation of water competitive rates, which case is now before the Interstate Commerce Commission.

J. Randall Williams, Jr., Philadelphia, chairman of the committee on forestry, submitted a lengthy report on the question of national forest policy. The association has joined with others in requesting the Chamber of Commerce of the United States to issue a referendum to its members on this broad question, and an appropriation has been made to assist the national forest policy program committee in its propaganda. Until there has been further opportunity for a study of legislation proposed, and because of the probability of the national chamber's referendum, the trustees withheld the endorsement of any specific forestry legislation at this time.

The association is represented at the housing conference in Washington under the auspices of the Chamber of Commerce of the United States by President McClure and National Councillor F. R. Babcock of Pittsburgh.

Other reports were received from C. V. McCreight, Pittsburgh, chairman committee on legislation, on the Wood bill; from J. B. Montgomery, Pittsburgh, chairman arbitration committee, on inter-association arbitration; from F. S. Underhill, Philadelphia, chairman committee on terms of sale and trade ethics, on uniform order blanks, each of whom are still considering these matters through their respective committees.

Those present were: President J. W. McClure, Memphis, Tenn.; D. O. Anderson, Marion, S. C.; J. C. Campbell, Tioga, W. Va.; G. C. Edwards, Ottawa, Ont.; T. B. Hammer, Philadelphia, Pa.; G. F. Kerns, Chicago, Ill.; H. W. McDonough, Boston, Mass.; F. R. Babcock, Pittsburgh, Pa.; C. H. Barnaby, Greencastle, Ind.; J. H. Burton, New York City; Robert G. Kay, Philadelphia, Pa.; A. E. Clark, Toronto, Canada; John McLeod, Buffalo, N. Y.; S. C. Major, Memphis, Tenn.; W. H. Schuette, Pittsburgh, Pa.; E. F. Perry, resident vice-president; W. W. Schupner, secretary, and W. S. Phippen, traffic manager.

Southwestern Oak Manufacturers Will Advertise Product

A fund was pledged by the Southwestern Hardwood Manufacturers' Club at the annual meeting in New Orleans, Jan. 27, to a campaign of publicity to advertise the virtues and promote the use of oak in the manufacture of furniture, interior trim and other high class wood products. This action followed an address by Harold E. Everley of the W. M. Ritter Lumber Company, Columbus, O., in which the speaker pointed out the splendid advantages that have accrued to cypress, gum and other lumber through extensive and intelligent advertising. The campaign will be conducted largely through the daily press and trade journals, and, according to Mr. Everley's estimate, will require about \$25,000 of the club's funds in the next eighteen months. The action of the club will be reported to the American Hardwood Manufacturers' Association at the annual meeting of that organization. E. J. Coppock was elected president of the organization, succeeding F. L. Adams. Others elected to serve during the ensuing year were as follows: L. D. Lurry, first vice-president; W. D. Brewer, second vice-president; W. P. Tongu, third vice-president; A. C. Bowen, secretary-treasurer, re-elected. Directors: J. B. Robinson, A. C. Bohlson, V. E. Porter and F. H. Sanguinett.

Headquarters Now in Washington

The main office of the National Lumber Manufacturers' Association was moved from Chicago the last week in January, and since Feb. 1 has been located in the Southern building, Washington, D. C. The personnel of the organization moved on to the national capital practically intact.

The offices of the Utilization and Waste Prevention Bureau will remain in Chicago in charge of G. E. Paul, consulting engineer of the Technical and Research Bureau of the National Association. These offices will continue to serve as a convenient central headquarters for the association.

Memphis Club Authorizes Arbitration Body

The law and insurance committee, which was recently charged with preparing certain changes in the constitution and by-laws, brought in recommendations which provide that secretaries and managers of lumber organizations may be eligible to membership and which also provide for an arbitration committee to adjudicate disputes between members of the association or between members and non-members. The arbitration committee is to be composed of the members of the advisory board, consisting of all the former presidents of this organization, and it is to be clothed with plenary powers for arbitration of such disputes as have been mentioned. It is provided that not less than three members of the board shall sit in any case and that no member of the board shall take part in any adjustment in which he is directly or indirectly interested. Members of the club are under the necessity of submitting to arbitration whenever they are asked to do so, under penalty of suspension for one year in the event they fail to do so. After such suspension they may be reinstated only by making application for membership just as they did when they were first elected. Requests for arbitration must be addressed, in writing, to the president of the club. The board, it is provided, is to have power "to determine the manner in which evidence shall be submitted and to assess any expenses incurred in the arbitration."

These proposed amendments to the constitution and by-laws will be voted on at the first regular meeting in March, as certain notice of changes must be given the membership before a vote is taken.

Regionals Are Endorsing National Publicity Drive

The recommendation of the board of directors of the National Lumber Manufacturers' Association that the subscribing regional associations take immediate action to provide for the raising of an advertising fund on the

basis of 2 cents per thousand feet cut in 1920, is receiving endorsement from the regionals as rapidly as it is being presented to their meetings. Among those which have met and pledged their support to the fund thus far are the Northern Hemlock and Hardwood Manufacturers' Association, the Michigan Hardwood Manufacturers' Association, the Southern Cypress Association, the West Coast Lumbermen's Association and the Southern Pine Association.

As soon as the other regionals have had an opportunity to pass on the recommendation and all have named their representatives to the committee which will direct the publicity, a meeting of this committee will be held for the purpose of considering the details of the plan to nationally advertise the lumber industry.

The recommendation which is now going the rounds of the regionals was unanimously adopted by the National's directors at a special meeting held at the residence of Edward Hines in Chicago on Jan. 23, following the joint meeting of the lumber with other building material interests, to attempt a solution of the housing problem. The resolution as adopted by the board is practically the same resolution known as proposal number 1 of resolution 5, adopted by the conference of lumbermen held in Chicago Jan. 5 and 6.

Hardwood Exporters Demand Fair Play from British

The annual meeting of the National Lumber Exporters' Association, held on January 26 and 27 at the New Willard Hotel in Washington, D. C., proved to be of exceptional interest, and was more largely attended than any similar gathering with the exception of the one that took place at New Orleans, when the exporters of that section came out in a body. Various matters of the greatest importance to the shippers of lumber and logs to foreign markets came up and action was taken that cannot fail to have a weighty influence upon the business.

One of these matters was the adoption of a system of measurement on American hardwoods and mahogany at the port of London. The Hardwood Section of the Timber Trade Federation of the United Kingdom had during the last year held several conferences with Gustave A. Farber, vice-president of the N. L. E. A., and foreign director of Russe & Burgess, Inc., of Memphis, Tenn., with the result that a form of measurement satisfactory to American exporters was agreed upon. It was this agreement that received ratification at the meeting of the National Lumber Exporters' Association.

The understanding now in force with the Liverpool Timber Trade Association covering the measurement of American hardwoods at Liverpool was extended until the end of the present year, at which time it is to be made permanent.

Another topic which involved not only plain business considerations but was made a matter for patriotic expression was the attitude taken by the two British organizations toward the vessels controlled by the United States Shipping Board. Both bodies have passed strong resolutions requesting their members to refuse acceptance of documents covering export shipments when these latter were made in American bottoms. In the early part of January last brokers in the United Kingdom even went so far as to insert in their contracts clauses requiring lumber to be forwarded in bottoms other than those controlled by the United States Shipping Board, thus establishing a virtual boycott. This practice was held to be repugnant to the Americanism of the members of the N. L. E. A., and so contrary to a sense of justice and right that the annual meeting proceeded to take sharp issue with the British brokers and their organizations. A resolution was adopted requesting in unequivocal terms that the British associations rescind their objectionable resolution, as the conditions complained of by the organizations in question had been greatly modified. It was set forth that the Shipping Board contended that the conditions complained of were the outgrowth of the chaotic state of affairs immediately following the war, and that every possible effort was being made to remove all just cause for complaint. The secretary was directed to forward copies of the resolutions without delay.

Reports giving resumés of the business conditions of the last year, with forecasts for the future, so far as forecasts can be made, were submitted by Edward Barber of the Howard & Barber Company of Cincinnati, the retiring president; by Harvey M. Dickson, the secretary, and by Frank Tiffany, the foreign representative of the association. Mr. Farber also gave his views on the situation abroad. According to the statement of the secretary, the membership is now larger than ever before, with the influence of the organization accordingly increased. The treasurer, John L. Alcock, stated that the finances were in excellent condition.

The election of officers resulted as follows:

President—R. S. Huddleston, Astoria Mahogany Company, Long Island City, N. Y.

First vice-president—John W. McClure, Bellgrade Lumber Company, Memphis, Tenn.

Second vice-president—Gustave A. Farber, foreign director of Russe & Burgess, Inc., at London, England.

Secretary—Harvey M. Dickson, Baltimore.

Treasurer—John L. Alcock, John L. Alcock & Co., Baltimore.

Directors—W. E. Hyde, Hyde Lumber Company, South Bend, Ind.; J. J. Linehan, Mowbray & Robinson Company, Cincinnati, O.; Harry C. Fowler, Case-Fowler Lumber Company, Macon, Ga.; R. D. McLean of McLean Mahogany & Cedar Company, Buffalo, N. Y., and D. D. Hartlove, Price & Heald, Baltimore.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

**Nationally Known for
Satisfactory Service**

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

With the Trade

Will Turn Cane Into Lumber

A concern backed partly by St. Louis, Mo., capital has been formed in that city to manufacture lumber from bagasse, a waste product of the cane sugar industry. The inventor of the process is Dr. E. C. Mouroe, of Washington, D. C., inventor of smokeless powder. The product is already being accumulated in great quantities and the first of three proposed concrete and steel factory units is being constructed on the west bank of the Mississippi River. The New Orleans newspapers heralded the new industry as a harbinger of important industrial development for the sugar cane country.

The insulation properties of bagasse when converted into lumber are said to make it superior to ordinary lumber for many uses. It will be made in boards 36 to 48 inches in width and 9 to 12 feet long. These boards may be sawed like ordinary lumber, and they will not split when nails are driven into them. The concern expects to use 12,000 tons of bagasse each year and to produce 26,000,000 square feet of the lumber. The bagasse is now being bought from planters for \$2 a ton.

B. G. Dahlberg of Minneapolis, a prominent figure in the pulp and paper industry, is head of the concern which is known as Dahlberg & Co., of Wilmington, Del.

St. Louis men identified with the project include Edwin F. Guth, president of the St. Louis Brass Mfg. Company; James F. Cook, president of the Joplin Frisco Bldg. Company, and J. W. Thompson, railroad contractor. Several Chicago business men are also stockholders.

The real keystone is building. The question is not merely, will the public stand for the present cost, but can it afford to stand for present costs? The answer is quite apparent in the industry itself. When costs come down building will start, but the public can go a long ways yet in the way of doubling up in dwellings, making inferior accommodations do, and through other means, before it will let loose the flood of building demand which has been pent up now for several years.

In the meantime there are bright spots here and there in the

country's business. A well-known Chicagoan who recently returned from a detailed survey of conditions in the East makes the observation that national buyers are flocking to New York in great numbers, but that they represent principally those merchants who had the foresight to take their loss gaily and liquidate last year's stocks. The man who held out for 100 per cent realization on high-priced goods still has them and is now being pressed by his bank to let go.

It is significant, and any man can make the same observation by casual inquiry at the city retail stores, that the man who liquidated is now selling goods at nearly as low prices as marked-down old goods of his competitors. Naturally, with this fresh showing he is getting sales. The point is, though, that an encouraging turnover is developing and as a result favorable reaction has already reached such manufacturing industries as the textiles, the shoe interests and others in similar lines. In other words, if cost comes down to where the public could "see" the article at the price asked; if future prices hold more or less on that same plane, it is reasonable to anticipate gradual renewal of activity in all lines. The man, though, who figures he can still reap the benefits of war hysteria is due for disappointment.

Faithful to Firm Foundation

Seeing tangible results from safe and sane management during 1920 brought happiness to the employees of the Marsh & Truman Lumber Company, Chicago, on Monday night, Jan. 31. Gathered at the Union League Club for the tenth annual dinner of employees, all of the members of this successful Chicago firm participated in the fifth annual distribution based on profit sharing.

At the annual dinner announcement was made of the election of new officers, which was held during the past week. Due to the death during 1920 of Charles A. Marsh, former president of the concern, a new arrangement of personnel resulted. The officers are as follows: Malcolm G. Truman, president; A. Fletcher Marsh, vice-president; William M. Burns, treasurer; Earl R. Ross, secretary.

Nickey Bros. Open Rockford Office

Nickey Bros., Inc., of Memphis, Tenn., are opening a branch sales office at 617 Stewart building, Rockford, Ill. This office will have charge of the sales in the states of Illinois, Iowa, Minnesota and Wisconsin.

Geo. M. Harper will be in charge of this territory as district manager and will be assisted by Lyon P. Wilbur.

Mr. Harper is one of the best veneer men on the road today. Not only has he had experience in furniture business, to which trade he will largely cater, but he has worked in the large plant of Nickey Bros., Inc., at Memphis, and for a long time was foreman of the veneer room. He, therefore, knows his stock thoroughly, and it is this feature, combined with his pronounced aggressiveness and untiring and loyal efforts, that has made him a leader in his line.

Mr. Wilbur has been with this firm for many years, working in the veneer factory, later in cost accounting and general office work

and also having spent considerable time in the practical end of the lumber department. He goes to Rockford with the idea of developing the lumber end of the business.

By being located at Rockford, Messrs. Harper and Wilbur will be in very close touch with the consuming trade, making a close study of their requirements and the adaptability of our product to each one's requirement. By having an office in this consuming center they will be enabled to render quick and better service and insure each and every customer that their requirements will be well looked after and well taken care of.

The firm of Nickey Bros., Inc., of Memphis, Tenn., are large manufacturers of veneers. They manufacture sawed quartered white oak and rotary cut gum and poplar. This firm has also made for themselves an enviable reputation as being producers of choice figured red gum veneer, and have done a great amount of work in the development of the use of figured red gum as a furniture wood, and especially in veneers.



Geo. M. Harper



Lyon P. Wilbur



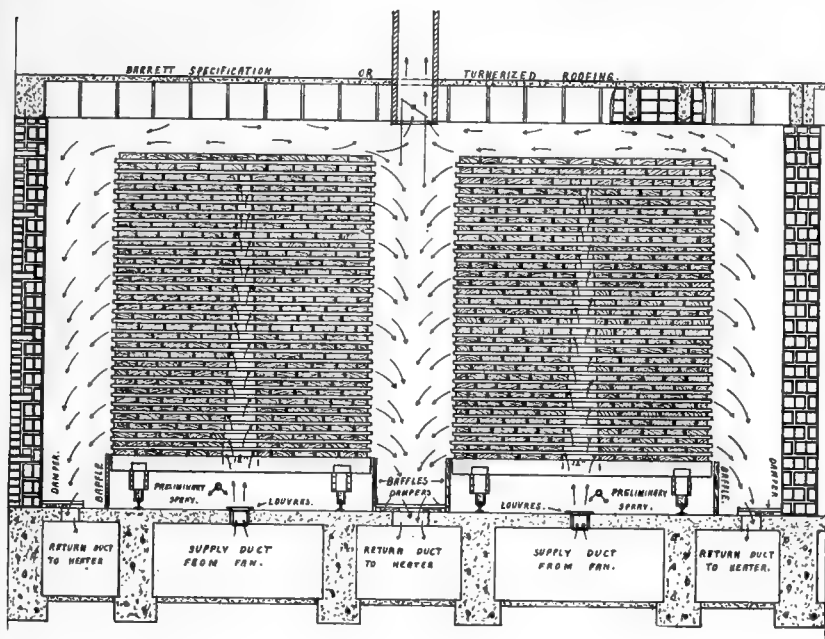
HIGH HUMIDITY DRY KILN

Diagram showing how
the moist air is forced
around every board in
the kiln—

**"WITH THE CIRCULATION
YOU CAN UNDERSTAND"**

B. F. STURTEVANT CO.
HYDE PARK, BOSTON, MASS.

BRANCHES IN 25 CITIES



Inter-Insurance Exchange Prospers

In addition to the veneer department, Nickey Bros., Inc., are large producers of hardwood lumber, having two band mills in Memphis, and carrying a stock of ten to twelve million feet of hardwoods, in which quartered oak predominates. With a backing such as this, and the fine quality of men found in Messrs. Harper and Wilbur, their success is assured.

A splendid growth in strength and prosperity during the year 1920 was recorded by the National Lumber Manufacturers' Inter-Insurance Exchange at the sixth semi-annual meeting at the Congress Hotel, Chicago, Jan. 22. The following are some of the gains made by the exchange:

The amount at risk was increased 31 per cent, or \$3,793,648, and is now \$16,630,244.40.

Premium deposits in force increased 30 per cent, or \$66,044.01, and now stands at \$283,018.48.

Surplus to the credit of subscribers' accounts increased 50 per cent, or \$65,746.28, and now stands at \$195,491.26.

Gross assets have increased 52 per cent, or \$81,010.63, and now stands at \$235,755.61.

It added fifty new mills to its subscribers' list, which now includes 420 of the best representative class of saw mills in this country and Canada.

It paid losses last year of \$144,420.27, of which \$24,466.73 occurred the previous year.

It has the lowest average amount at risk per membership of any similar exchange, and the security offered by its policy is in proportion enhanced and increased by just that amount.

Long-Bell Buys Western Mill Site

The purchase of 2,500 acres of land near Kelso, Cowlitz County, Wash., has been announced by the Long-Bell Lumber Company of Kansas City, and will be the site of a sawmill of one million feet daily capacity.

It is probable that the new mill will be electrically driven. Construction work, it is planned, will begin within a short time. Some preliminary work will be necessary, including the erection of a bridge over the Cowlitz river.

The mill site is located at the confluence of the Columbia and Cowlitz rivers, having a deep water frontage on the Columbia of three miles and a frontage of several miles on the Cowlitz river. The site is two and one-half miles from Kelso and about sixty miles from the coast. One advantage of the site chosen is the deep water transportation available.

Should Study Trade Conditions

A burglar, evidently not familiar with the recent slump in the hardwood business, forced open the outer door of the Steele & Hibbard Lumber Company, St. Louis, and the outer and inner door of a safe, taking \$8, all the safe contained. The safe, however, was damaged to the extent of \$75.

German Indemnity and Hardwoods

Hardwood men in St. Louis are not confident that the German settlement is going to mean anything for them, at least for the present. Business men in other lines have been quoted as saying that the German reparation settlement would mean an increase in the exports of the United States to Germany.

R. F. Krebs, vice-president of the Steele & Hibbard Lumber Company, and chairman of the publicity committee of the St. Louis Lumbermen's Exchange, said:

"It seems at first glance that the question of 'German indemnity' is a long way removed from the hardwood lumber industry. Of course, indirectly there may be some connection, Germany having been the second best customer of the United States before the war, as they used to buy vast quantities of lumber from us. Settlement of any great question affecting that country will, therefore, have a more or less direct bearing on our commercial interests here. However, this question is not yet settled, as the Germans have not yet accepted the demands of France and England. It looks to unbiased observers, and I think this opinion is held in Washington, that the sums demanded of Germany cannot and will not be paid. That about half the amounts stated are nearer the reasonable mark. Therefore to speak of any noticeable influence on the hardwood lumber trade of this country seems, at this stage, to be a little previous.

"Ocean freights must go down to pretty near pre-war levels to permit of much lumber to cross to Europe or elsewhere, and rail freights on our railroads must be put back to a reasonable basis before low grade lumber, which is our only surplus, can find a market abroad or at home.

"The undersigned believes as soon as our new President can tell the world what this nation intends to do and wants others to do it will help to stabilize conditions in the world more than anything else, because we have the essentials of life or the cash to buy them with, and humanity's hope is directed to the United States."

Appoint Canadian Representative

The Mowbray & Robinson Company of Cincinnati, O., announces the appointment of A. K. Johnson of Toronto as Canadian representative of the firm. Mr. Johnson returned to Toronto on Jan. 22, after having spent several days at the company's mills familiarizing himself with its operations. He will start immediately to cover the Canadian territory.

Goes on Appalachian Region Tour

T. A. Serfas, who is the head of the Serfas Lumber Company of Easton, Pa., left the early part of the first week of February on a trip through Virginia and West Virginia in the interest of his firm.

Conferences on Saw Mills and Logging Operations

A series of eight all-day conferences on employment management in saw-mills and logging operations, given by the College of Commerce and Business Administration of Tulane University, opened in New Orleans on Feb. 5.

These conferences are planned for executives in charge of labor, for their assistants and for men in training for such positions. According to Morton A. Aldrich, dean of the school which is holding the conferences, they probably constitute the only courses in the United States planned for sawmills and logging executives. The conferences are not lectures, but a series of guided discussions of practical ways of building up and maintaining a loyal, steady and effective organization of men in the mill and woods. The purpose is to stimulate the men present to do their own thinking and to learn from each other. It is said that the men who attended the conferences last year found them so interesting and practical that not a single man was absent, except when he was sick.

Dudley Spreads Bear Meat Feast for Friends

Lucullus would have enjoyed the bear dinner given by C. B. Dudley of the Dudley Lumber Company to fifty of his friends at the Tennessee Club in Memphis on the evening of Jan. 28. The piece d' occasion was killed in the Mississippi wilds by Thomas McHenry of Macon, Miss., and, as prepared for the Dudley dinner, was an exquisitely savory bit of game. The gracious Nimrod who slew the tender "Ursus Americanus" was present at the dinner and responded to a toast, proposed by Riley Wilson of Wheeling, W. Va., who was master of the talk. Short talks on the glory of goodfellowship and the sweetness of Dixie bear meat were made by Joe Thompson, W. A. Ransom, C. R. Ransom, Charles Phile, Charles Thompson and others. A memorable assortment of the palate-tickling eatables of the Southland collaborated with the bear, and the wassail bowl went round and round.

Joins Arkla Lumber and Manufacturing Company

The Arkla Lumber & Manufacturing Company of St. Louis announces that F. Huntington Smith has resigned as secretary of the Steel & Hibbard Lumber Company of St. Louis and has associated himself with that company.

Hardwood News Notes

CHICAGO

The loss of \$450,000 is estimated from the fire which destroyed the freight car shops of the Pullman Company, covering nearly two square blocks at One Hundred and Eighth street and Langley avenue, together with seven refrigerator cars and twelve Pullman sleepers. The fire occurred on Jan. 27 and is supposed to have been of incendiary origin.

The report on the nation-wide employment survey made by the Department of Labor on Jan. 25 placed the unemployed in Chicago's industries at \$6,000.

E. T. Phillips has joined the Quixley Lumber Company, Fisher Building, Chicago, and will represent that company in the Michigan territory. Mr. Phillips is a lumberman of wide experience.

The Corn Exchange National Bank of Chicago has started a home building movement which is attracting a great deal of attention, and will probably prove to be the cue to a general attempt by the banks of the country to take definite action to assist in furthering the revival of building and the consequent solution of the serious housing shortage.

This bank is carrying large display ads in the daily newspapers of Chicago advertising a plan which it has providing a plan whereby the person of moderate means may save money to own a home. Prospective home builders are asked to call at the savings department of the bank and "find out how any one—even with a small income—can start an account and soon become a home-owner." One of the features of the campaign is a "Beautiful Booklet of Homes," which contains plans and colored illustrations of many different types of modern dwelling places to help home savers select the sort of a home that best suits them. The bank promises in this connection to furnish free each month a new home suggestion with plans from a Chicago architect. It is understood that this is the first movement of a Middle Western bank, and possibly of any bank in the country, to do something definite for home building.

Charles G. Labbe, president of the General Hardwood Lumber Company of Chicago, left the first of this week for a swing around the Michigan wood using territory.

CLEVELAND

Hardwood interests are more optimistic for something like real building activity with the opening of spring, following a more favorable turn to building operations, at least as far as frame dwelling construction is concerned, during January. These figures show that 120 houses were con-

tracted for, at a total cost of \$775,000, against 104 dwellings, costing \$675,000, in the same month a year ago. While this increase is not significantly large, it is taken to indicate a trend for the better.

Easier distribution of interior finish, mill work and other material for the southeastern part of the city is planned by the A. Teachout Company, in the acquisition of land at Belt Line, Kinsman road and East Ninetieth street. On a tract of 10,000 square feet a warehouse will be built at a cost of \$65,000. Material from The Flats plant of the company will be sent to the warehouse by rail, whence it will be taken to the jobs by truck.

Damage amounting to \$150,000 was done to the factory building occupied by the Hoffman Body Company in lower Prospect avenue, the blaze being controlled only after several hours' work by firemen. Flying brands threatened the lumber yard district in The Flats nearby for a time, but incipient fires were extinguished by plant employees.

George N. Comfort of the G. N. Comfort Lumber Company has returned from Washington, where he represented the local trade before the ways and means committee of Congress in the protest against duty being imposed upon lumber imported from Canada. The Cleveland trade agrees that if this act is passed, Canadian lumber will either be held at home or sent abroad, to the detriment of the market here and the increase of prices to the consumer.

BUFFALO

A. J. Elias has been active in endeavoring to obtain for Buffalo the location of a government airplane plant and flying station and has sent a communication to Washington setting forth the advantages of this city. However, the government, after spending millions in developing the Curtiss plant here, has decided that in the future it will spend its airplane money in New Jersey, claiming that Buffalo is too near the border of a foreign country.

A fire in the assembling plant of the Poll-Eels Airplane Corporation, on Feb. 2, caused loss estimated all the way from \$100,000 to \$1,000,000, the former being the police estimate. A company official said that 240 completed fuselages, valued at \$4,000 each, were destroyed.

Senator William M. Calder was in this city last month to address the real estate dealers on the housing situation. The occasion was a banquet, attended by about 300 men. He said that government aid was necessary to finance building construction. Never in the history of the country, he declared, has there been such a splendid opportunity for building and real estate interests. There is a shortage of 1,500,000 houses, which will cost at least \$5,000,000 to build. He urged frankness in all real estate and building deals, and said that interests concerned must convey to the people their intention of conducting affairs with the least margin of profit commensurate with good business.

PHILADELPHIA

J. C. Campbell of the Birch Valley Lumber Company, Tioga, W. Va., and F. W. Moorehead of the Boice Hardwood Company of Hartford, Tenn., were recent visitors to the trade here, looking over conditions.

The Enterprise Furniture Company of Glen Rock, Pa., suffered a loss by fire recently, aggregating approximately \$20,000, largely covered by insurance.

V. R. Bartlett of the firm of G. E. Bartlett Lumber Company, wholesalers, Philadelphia, is exceedingly optimistic over the future. The company's storage yards at Norfolk, Va., are well stocked with good hardwoods for the immediate needs of their eastern customers.

E. K. Mahan, president of the Peytona Lumber Company, Huntington, W. Va., band-mill operators, spent a few days in the city during the early part of February lining up conditions. He reports business very fair in view of general conditions and believes that in a short while we will be moving in normal channels.

Walter Terry of the Rohrbach Terry Lumber Company, Philadelphia, spent the greater part of January in the hardwood producing territory of West Virginia sizing up stocks at mill points.

PITTSBURGH

The woodworking plant of C. Prouty & Co. at Eldred, Pa., which manufactured wooden handles for tools, was burned recently with loss of \$25,000.

John H. Monks, age 82, a pioneer lumberman of West Virginia, died at Corsica, Pa., recently.

The Eastern Ohio Lumber Company at Niles, Ohio, has started to rebuild its plant. This is one of the best concerns of the Western Reserve.

H. W. Henninger, who lately left the Acorn Lumber Company to organize the Superior Lumber Company, with offices at 814 Lyceum building, reports a very good business and excellent prospects.

The Brown Lumber Company of Massillon, Ohio, has lately increased its capital from \$60,000 to \$150,000 in order to extend its business.

The H. I. Bemis Lumber Company has been organized at Bradford, Pa., by H. I. Bemis, James J. Matthew and A. B. McKean, all of that place. Mr. Bemis is well known here through his former connection with the firm of Beemis & Bosberg. The company will be one of the most substantial in that part of Pennsylvania.

The Aberdeen Lumber Company of this city looks for a decided improvement in the buying of lumber, but it does not expect that this improve-

MILLER LUMBER COMPANY

Marianna, Arkansas

MANUFACTURERS OF AND DEALERS IN ALL KINDS OF
HARDWOOD LUMBER

LOOK OVER THIS ATTRACTIVE ASSORTMENT OF DRY STOCK, READY FOR SHIPMENT

PLAIN RED GUM			4/4" No. 2 Common..... 50,000'	8/4" No. 2 Com. & Btr.... 85,000'	6/4" Log Run 27,000'
4/4" No. 1 Common..... 41,000'	5/4" No. 2 Com. & Btr.... 35,000'	(40% FAS, 40% No. 1, 20% No. 2)	4/1" Sound Worny 20,000'	8/4" Log Run 40,000'	
4/4" No. 2 Common..... 114,000'	6/4" No. 2 Com. & Btr.... 20,000'	(40% FAS, 40% No. 1, 20% No. 2)			
5/4" No. 1 Common..... 6,000'	8/4" No. 2 Com. & Btr.... 15,000'	(40% FAS, 40% No. 1, 20% No. 2)			
6/4" No. 1 C&B., 70% No. 1 59,000'	4/4" No. 1 & No. 2 Com... 50,000'				
8/4" No. 1 Common..... 8,400'					
8/4" No. 2 Common..... 7,500'					
QUARTERED RED GUM			PLAIN WHITE OAK		
4/4" No. 1 Common..... 87,000'	4/4" No. 1 Common..... 70,000'	4/4" No. 1 Common..... 475,000'	4/4" No. 1 Common..... 475,000'	4/4" FAS, 6-12"..... 100,000'	4/4" No. 1 C&B. Blk. Gum 25,000'
5/4" No. 1 Common..... 12,000'	4/4" No. 2 Common..... 300,000'	4/4" No. 2 Common..... 300,000'	5/4" No. 2 Com. & Btr.... 125,000'	4/4" FAS, 13-17"..... 30,000'	4/4" FAS. Tupelo..... 50,000'
6/4" No. 1 Com. & Btr.... 15,000'	5/4" No. 2 Com. & Btr.... 80,000'	(40% FAS, 40% No. 1, 20% No. 2)	6/4" No. 2 Com. & Btr.... 80,000'	4/4" Box Boards, 8-12"..... 30,000'	4/4" No. 1 Com. Tupelo... 40,000'
	8/4" No. 2 Com. & Btr.... 100,000'	(30% FAS, 50% No. 1, 20% No. 2)	8/4" No. 2 Com. & Btr.... 100,000'	4/4" Box Boards, 13-17"..... 15,000'	4/4" Log Run Hackberry... 150,000'
QUARTERED SAP GUM			PLAIN RED OAK		
8/4" No. 1 Com. & Btr.... 50%	4/4" No. 1 Common..... 25,000'	4/4" No. 1 Common..... 500,000'	4/4" No. 1 Common..... 500,000'	4/4" No. 1 Com. & Btr.... 60,000'	4/4" Log Run Poplar..... 35,000'
No. 1 Common..... 40,000'	4/4" No. 2 Common..... 500,000'	4/4" No. 2 Common..... 500,000'	5/4" No. 2 Com. & Btr.... 125,000'	10/4" No. 1 Com. & Btr.... 80,000'	4/4" Log Run Beech..... 12,000'
SAP GUM			6/4" No. 2 Com. & Btr.... 15,000'		4/4" Log Run Beech..... 500'
4/4" FAS, 9-12"..... 20,000'	4/4" No. 1 Common..... 14,000'	(40% FAS, 40% No. 1, 20% No. 2)	6/4" No. 2 Com. & Btr.... 15,000'		8/4" Log Run Pecan..... 15,000'
4/4" FAS, 13-17"..... 50,000'	4/4" Box Bds., 9-12"..... 75,000'	(40% FAS, 40% No. 1, 20% No. 2)			4/4" No. 1 C&B. Locust... 1,500'
5/4" No. 1 Com. & Btr.... 50%	4/4" Box Bds., 13-17"..... 15,000'				4/4" No. 1 C&B. Locust... 4,000'
6/4" No. 1 Com. & Btr.... 50%					4/4" No. 2 Com. & Btr. Qtd.
No. 1 Common..... 14,000'					Sycamore..... 22,000'
4/4" Box Bds., 9-12"..... 75,000'					(50% FAS, 35% No. 1, 15% No. 2)
4/4" Box Bds., 13-17"..... 15,000'					4/4" No. 1 Com. & Btr. Plain
QUARTERED WHITE OAK					Sycamore..... 30,000'
4/4" FAS..... 100,000'					
4/4" No. 1 Common..... 300,000'					

ment will come much before March, because of bad industrial conditions. Stocks at the hardwood consuming industries are low and must be replenished in the near future if business is to go ahead in the spring.

BOSTON

The strike of building operatives continues here and bids fair to grow so as to include towns surrounding Boston and perhaps the eastern part of the state. A. F. of L. officials arrived here last Monday from Chicago to take charge of the situation, so there has been talk of the strike growing to affect jobs of Boston contractors in other states, and there is even talk of a national strike of building tradesmen growing out of the Boston strike. The interest of all this to hardwoods people is that all construction work in this city, office, industrial and dwelling house construction, is stopped and the hope of a growing market for hardwoods here from these sources put so much further into the future. At present writing there seems to be no possibility of an early settlement of the strike. The union men want at least \$1.25 an hour and no time agreement; the builders want a time agreement and are willing to pay no more than a dollar an hour and are inclined to cut to 90 or 80 cents if possible.

William E. Litchfield of this city, one of its widest known lumber dealers, head of the L. & H. Lumber Co., dealing in hardwoods here, is on an extended trip west, visiting his hardwood mill at Mt. Vernon, Illinois, and also visiting his son, George Litchfield, who is operating a hardwoods mill a few miles north of that point.

Gardner I. Jones, head of the Jones Hardwood Company, of 10 High street, Boston, a well known wholesaler, has just returned from a fortnight's trip on business, during which he has visited mills in the Ohio Valley and the South with which his company has connections.

Boston and other New England representatives of the spool and wood-turning industry of this section, which is about 150 years old, which includes not only the extensive making of spools but also the making of wooden novelties, checkers, casters, stamp handles, curling iron handles, and various wooden turned toys, have recently complained to the Ways and Means committee of the House at Washington of the threatened crushing of their business by the "timber barons" of New England on the one hand and by the competition of Sweden, Finland and Germany on the other hand.

Wendell M. Weston of this city, head of the W. M. Weston Company, dealing in hardwoods and having extensive connections in the West and South, says that he expects an improvement of a really substantial and encouraging nature in the hardwoods business in two or three months. He believes that there will be an early settlement of the strike here and

that it will be settled amicably to both sides, and he looks for something of a building boom this spring as soon as that strike is settled. Though such a building boom would not directly cause a demand for hardwoods here for some months, it would indirectly be a great stimulus to business, he states. Mr. Weston looks for a big export business in hardwoods before long—in fact, as soon as Germany and other hardwood hungry European nations, are allowed to buy, as soon in other words as exchange goes down and credit arrangements and other arrangements for a successful foreign trade can be made. In the automobile business he does not expect to see much improvement before the summer or fall. Mr. Weston has just left for a trip to the West.

BALTIMORE

Daniel MacLea of the MacLea Lumber Company has been designated as chairman of the hardwood inspection committee of the Baltimore Lumber Exchange by President W. Hunter Edwards. John L. Alcock of John L. Alcock & Co. and J. J. Kidd of the Kidd & Buckingham Company are the other members. Mr. Kidd is also on the arbitration and grievance committee.

Richard P. Baer of the hardwood firm of Richard P. Baer & Co., the tower of the Maryland Casualty building, is back after a trip of several weeks in the Middle West and the South. In the South he visited the mills of his company at Bogalusa, La., and Mobile, Ala. The latter has not yet resumed operations after the end of the year shut down.

Norman Kennedy, a timberman of Glasgow, Scotland, was a visitor in Baltimore last week, having come over after the annual meeting of the N. L. National Lumber Exporters' Association at Washington. Mr. Kennedy saw some of the members of the trade here. He is on a business trip in the States.

The Fahey Lumber & Produce Company of Havre de Grace, Md., has been incorporated under the laws of Maryland, with a capital stock of \$50,000. M. H. Fahey is president; James H. Fahey, vice-president; M. W. Fahey, secretary and treasurer, and J. T. Reed, manager. The corporation will establish a sawmill with a capacity of about 10,000 feet of hardwoods a day.

A charter has been obtained by William F. Shinnick & Co., ship ceiling and mill work of 913 Fell street. The company has a capital stock of \$25,000.

The Columbia Graphophone Company, which is erecting a big plant at Orangeville, this city, that will consume large quantities of hardwoods, has decided after a period when construction work lagged, to go ahead as rapidly as possible with work on the buildings.

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

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Are you protected whatever their course?

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CONSULTING OFFICES, 56 Pine Street, NEW YORK

The estimated cost of structures for which permits were issued in January by the building inspector of Baltimore is about \$1,700,000, against \$1,200,000 more during the corresponding month of last year, showing extent to which construction work has lagged, with detriment to the hardwood trade.

COLUMBUS

The report of the Columbus building department for the month of January shows that a total of 142 permits, having a valuation of \$454,695, as compared with 101 permits and a valuation of \$954,975 for January of 1920.

A suit has been filed in the Columbus federal courts by the Osborn Griffin Grocery Company of Mobile, Ala., asking that the Brasher Lumber Company of Columbus be declared a bankrupt. The company was placed in the hands of Harry E. Stafford as receiver several months ago. It operates a mill near Mobile.

The capital of the Slagle Lumber Company of Lima, O., has been increased from \$15,000 to \$300,000.

The Beloit Woodworking Company of Beloit has been chartered with a capital of \$15,000 by L. E. Allen, H. H. Parsons, A. J. Stanley, A. D. McKenzie and H. P. Lozier.

Frank B. Pryor, sales manager of the W. M. Ritter Lumber Company, has purchased the residence of the late George F. Burba at 1708 Franklin avenue, which he will make his future home.

The capital of the George N. Comfort Lumber Company of Cleveland has been increased from \$50,000 to \$250,000.

At the recent meeting of the Union Association of Lumber, Sash and Door Salesmen held in Columbus it was announced that E. C. Callanan, Jr., of the W. M. Ritter Lumber Company, won the first prize and C. C. Berry of the Ashland Hardwood Company of Ashland, Ky., the second prize in the membership contest. The prizes were presented by W. D. Magruder, the chairman of the membership committee.

A meeting of the stockholders of the Mathews Lumber & Manufacturing Company of Columbus was held Feb. 7 for the purpose of increasing the authorized capital of the company from \$25,000 to \$50,000.

E. C. Callanan, Jr., in the sales department of the W. M. Ritter Lumber Company of Columbus, has been elected president of the Gyro Club, a local branch of the international Gyro Club. Frank H. Lambert, Jr., another lumberman, was elected vice-president.

J. M. Andrews, who has been manager of the lumber department of the Central West Coal & Lumber Company of Columbus, has resigned to start a wholesale lumber business under the name of the Andrew Lumber Com-

pany. Offices will be located in the James building. He will deal in hardwoods and southern pine.

E. M. Stark of the American Column & Lumber Company reports conditions about the same as during the month of January. There appears to be plenty of confidence, but buying has not increased materially. He is of the opinion that things are now headed the other way and that business will gradually improve.

W. M. Ritter, head of the company bearing his name, has returned from a hunting trip in Florida.

H. R. Allen, head of the H. R. Allen Lumber Company, has returned from a buying trip in the south.

CINCINNATI

The Cincinnati delegation that attended the convention of the Indiana Hardwood Lumbermen's Association at Indianapolis was headed by J. C. West, president of the J. C. West Lumber Company; Herbert Bauman, a wholesaler, and W. S. Sterritt, lumber exporter.

Retention of John A. Morris as chairman of the Cincinnati operating committee, which handles the interchange of freight in this locality, was decided on at a meeting of the Cincinnati Traffic Club at the Chamber of Commerce last week. Mr. Morris has been terminal manager three years under federal operation and was later made chairman of the operating committee. He was complimented on his keeping the local terminal free of congestion by Newell Hargrave, president of the Lumbermen's Club.

J. H. Townshend of Memphis, secretary-manager of the Southern Hardwood Traffic Association, was a visitor in Cincinnati last week, leaving the Queen City to go to Louisville.

INDIANAPOLIS

The Smiths' Company, which is composed of Earl V. Smith, Byron Smith and Harry E. Smith, has purchased land near the Grand Trunk railroad at Valparaiso, Ind., and will construct buildings for a planing mill, a retail coal business and a lumber yard. The company will begin operations immediately.

During the past three weeks building permits issued show a total of about three times the average value of an average week at the city inspector's office. The large number of permits and the large volume of proposed construction has been instrumental in giving the local situation a much more healthy aspect.

Plans are being made here for a meeting, within the next two months of all lumbermen, retail and jobbing, and men interested in the lumber industry, at which time an attempt will be made to weld all the men into a big lumbermen's club. R. S. Foster and O. D. Haskett of this city are instrumental in arranging for the meeting.

EVANSVILLE

Daniel Wertz and Gus Bauman of the Maley & Wertz Lumber Company, and George H. Foote, president of the Evansville Band Mill Company, have returned from a business trip to Indianapolis.

J. C. Greer will leave in a short time for a trip through the southern states, and while gone he will inspect the stave plants of the company located in the state of Tennessee.

D. B. MacLaren, lumber dealer of Indianapolis, who formerly was engaged in business in this city, was in Evansville a few days ago calling upon the local trade and reported that he found things rather dull, but he believes that the lumber business will pick up some before the first of April.

The Bass Lumber Company is the name of a new company that has recently started in business at White Plains, Ky., a few miles south of here. The company reports it has found business quite good.

During the past few weeks a good many logs have been rafted down the Wabash river for the Grayville Mill & Lumber Company at Grayville, Ill., a few miles west of here. The logs were cut from a tract of land near Cowling, Wabash county, Ill., and the logs are said to be unusually fine in quality. The plant of the Grayville Mill & Lumber Company is now being operated on full time and a good many logs are being sawed up.

Elmer D. Luhring of the Luhring Lumber Company and M. K. Lukens of the M. and I. Lumber Company have been selected as directors of the Mercantile-Commercial bank of this city to serve the ensuing year.

Paul W. Luhring of the Luhring Lumber Company and a number of other lumbermen of this section are interested in a proposition to hold a Hoo-Hoo concatenation here some time in the spring.

The Martin County Hardwood Lumber Company began business at Shoals, Ind., recently and is said to be doing a nice business.

The Ruby Lumber Company, T. E. Ruby, president, at Madisonville, Ky., has filed notice with the secretary of state that it will cease doing business as a corporation and in the future will do business as a partnership.

George O. Worland, manager of the Evansville Veneer Company, was referred to as the "Daddy of the Evansville Lumbermen's Club" in a special article in the Evansville Courier on Sunday, Feb. 6. The article gave a history of the local club, showing that it was upon the suggestion of Mr. Worland fourteen years ago that the club was organized. Mr. Worland was the first secretary of the club and remained in this position until after his removal to Memphis, and upon his return to Evansville

he again became associated with the club and since then has been one of its most prominent members.

William S. Partington, traffic manager of the Maley & Wertz Lumber Company, is back from a business trip to Indianapolis and the central part of the state.

Francis Joseph Reitz, who was one of the pioneer hardwood lumber manufacturers of Evansville and who for many years was at the head of the John A. Reitz & Sons Company, has been re-elected president of the City National Bank of this city, which position he has held for the past twenty-five years.

LOUISVILLE

Charles W. Inman, of the Inman Company, operating the Inman Veneer & Panel Co., and Inman Furniture Company, who has been interested in numerous ice companies, has recently chartered another ice company, as the Ridley Ice & Coal Co., capital \$40,000.

A report from English, Ind., on Feb. 3, stated that Samuel M. Mattox, who with his son Charles Mattox operates a sawmill at English, died at the age of fifty years. The body has been taken to his former home at Hardinsburg for interment. A widow and four sons survive.

John L. Dawson, of the Dawson Lumber Company, Louisville, was married on January 29, to Mrs. Omega O'Brien, of Louisville, formerly Miss Omega Fitzhugh. Mr. and Mrs. Dawson are spending a honeymoon in New York.

W. H. Day, of the Wood-Mosaic Company, reports better business and better prospects, reporting that the house had secured several nice orders of late, and had several about to close. Mr. Day has gone East to look after some business. He reported before leaving that while quartered oak was a little dull there had been a very fair demand for plain oak, walnut and poplar, principally in common and better grades.

Arrangements have been made for holding the annual meeting of the Louisville division of the Southern Hardwood Traffic Association at the Pendennis Club on Feb. 8, at 7 o'clock. There will be the usual dinner, reports of officers, and a talk by General Counsel J. Van Norman. About forty members are expected to be present.

J. S. Thompson, of the Southern Hardwood Traffic Association, has returned from Macon, Ga., where he spent several days last week looking after some traffic matters.

News was received in Louisville on Jan. 29, of the tragic death of Allan D. Campbell, 23 years of age, Yale graduate, and former artillery officer, who has found badly mangled alongside of the Pennsylvania R. R. tracks in the East. He was killed while on a trip to New York to visit his family. After leaving the army he became connected with the Mengel Company, Louisville, as assistant to Vice-President Arthur D. Allen.

Norris W. Embry, Jr., son of Norris W. Embry of the Embry Lumber Company and Embry Box Company, arrived in Louisville on January 15. He was a fine eight-pounder.

R. R. May of the R. R. May Hardwood Company, Louisville, reports better business, he having secured several nice orders in the past two weeks. He is rather optimistic concerning the future.

ST. LOUIS

E. T. Browning, a railroad tie dealer, and the North Missouri Central Railway Company filed a stipulation in the Circuit Court compromising litigation ten years old, by which Browning gets \$29,000. He alleged the company failed to live up to a contract to buy 166,000 ties from him and he sued for damages.

F. W. Stockmar, district manager of the Railway Audit & Inspection Company, Inc., predicted today that nearly all industries would be running full blast by March 1.

Inspection and auditing of industries, especially railways, is the business of Stockmar's company and his district includes Indiana, Illinois, Missouri, Arkansas, Tennessee, Oklahoma, Kansas and Colorado.

"Men who since last October have been earnestly considering and discussing the situation now are generally optimistic. Manufacturers and retailers have agreed to co-operate in readjusting business. In many lines, especially in household articles, furniture, etc., retail price reductions have been made this week," he said.

A report circulated here that the furniture factories were to resume full operation late in January was characterized as a mere "shot in the air" by the secretary of the Associated Furniture Manufacturers. He said at present there were hardly any of them working full time; that the furniture factories have had practically no orders for three months.

Regarding a report that furniture manufacturers were thinking of putting out red gum in place of mahogany furniture, he said this had been done in a few sets of bedroom furniture and had been tried with dining room furniture, but is not being generally used.

WISCONSIN

The Sheboygan Cigar Box Lumber & Manufacturing Company of Sheboygan has recently increased its authorized capitalization from \$100,000 to \$300,000 to accommodate the expansion of its business.

The Badger Lumber & Manufacturing Company of Oshkosh will start work within a few days on extensive improvements and additions to greatly increase its capacity. It manufactures kitchen tables, sewing

5/8" SPECIALISTS

Our specialty is 5/8 lumber, all band sawed edged and trimmed and produced from the finest logs that we are able to secure. We offer for prompt shipment:

5/8 FAS Qtd. White Oak.....	27,000
5/8 Selects Qtd. White Oak.....	16,000
5/8 No. 1 Com. Qtd. White Oak.....	40,000
5/8 No. 2 Com. Qtd. White Oak.....	17,000
5/8 FAS Plain White Oak.....	6,000
5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
5/8 No. 2 Common Poplar.....	80,000
5/8 No. 1 Com. & Btr. Sap Gum.....	25,000
5/8 No. 1 Com. & Btr. Red Gum.....	20,000
5/8 Log Run Pl. Sycamore.....	22,000

Write for Complete List with Prices

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A NAME that should be on your inquiry list for hardwood lumber.

American Column & Lumber Company

Brunson Bldg.
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OAK & HARDWOOD
DIMENSION STOCK

**Manufacturers
of**
West Virginia
SOFT
YELLOW
POPLAR

PLAIN
WHITE
OAK

PLAIN
RED OAK
QUARTERED
WHITE
OAK

WHITE OAK
TIMBERS &
PLANK
CHESTNUT
BASSWOOD
MAPLE
HICKORY
BEECH
BUCKEYE
BIRCH
BUTTERNUT
ASH
CHERRY
WALNUT
SYCAMORE
BLACK GUM
HEMLOCK
LOCUST

OAK

Sound, Square-Edge Plank
TIMBERS

ASH, COTTONWOOD, CYPRESS, ELM, GUM

WIDTHS, LENGTHS, &
GRADES TO PLEASE

Pelican Lumber Company
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OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH	
4/4 1st & 2nd.....	35,000'
4/4 Select.....	100,000'
4/4 No. 1 Common.....	50,000'
4/4 No. 2 Common.....	35,000'
8/4 No. 1 Com. & Btr.....	20,000'
SOFT ELM	
4/4 No. 2 Com. & Btr.....	75,000'
5/4 No. 2 Com. & Btr.....	30,000'
10/4 No. 1 Com. & Btr.....	20,000'

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CHICAGO

cabinets and other specialties, including patented ironing boards, and when the additions are completed will install a new department specializing in the manufacture of household furniture novelties. The addition will be two stories high, 64 by 75 feet. The main factory is working on a full schedule with a normal force of men.

The Siebers & Raisch Pattern Works, 686-690 National avenue, Milwaukee, recently increased its capital stock from \$10,000 to \$25,000.

The Kneeland-McLurg Lumber Company of Phillips, Wis., has amended its corporate articles to provide for an increase in its authorized capitalization from \$1,200,000 to \$2,000,000.

Sherburn B. Henning, manager of the panel department of the Anderson-Tully Company, Memphis, Tenn., spent several days in February in visiting the furniture and hardwood consuming trade in Milwaukee and Eastern Wisconsin. Mr. Henning said that conditions were not only encouraging, but showing gradual improvement and while making no predictions, expressed the opinion that the situation will resume a more nearly normal stage in probably a shorter time than most people believe it will.

The Kieckhefer Box Company of Milwaukee has filed amendments to its articles of incorporation, increasing the capital stock from \$600,000 to \$1,000,000.

The Wausau Box and Lumber Company of Wausau has reorganized its official personnel, following the retirement of the Turner interests, which have been acquired by the Scholfield interests. W. B. Scholfield has been elected president; W. R. Scholfield, vice-president; H. H. Scholfield, secretary and treasurer, and M. M. Scholfield, director. Wells E. Turner retires as vice-president. His successor comes from Eldorado, Ia., and will take an active part in the management.

The American Plywood Corporation, New London, Wis., has increased its working force to normal in order to bring production to the point required by its orders. The present force numbers about 115. Frank L. Zaugg is vice-president and general manager.

The Carl Miller Lumber Company of Milwaukee has voted to increase its authorized capitalization from \$200,000 to \$400,000.

M. H. Zimmer, B. V. Schneider and L. D. Dubbs of Independence, Wis., are forming a new company which intends to erect a woodworking plant costing about \$25,000 and to be equipped for manufacturing a wide variety of products.

The Wilbur Lumber Company of Milwaukee has amended its corporate articles to provide for an increase in capitalization from \$500,000 to \$1,000,000.

The new veneer mill which is being erected and equipped at Butternut, Wis., under the direction of William Klein, is expected to be ready to commence operations on March 1. The supply of logs is now being provided and includes a large amount of birch, basswood and elm, most of which comes from the southern part of Ashland county, in close proximity to the new mill. The plant is being equipped throughout with the latest type of machinery, with individual electric motor drive.

The Wisconsin Cabinet and Panel Company of New London, Wis., a subsidiary of the Thomas A. Edison industries, was temporarily closed down on February 1, pending a readjustment of inventories and stocks. It is one of the principal sources of supply of panels and cabinets used in the manufacture of the Edison phonographs, and has been employing from 550 to 600 operatives, of which number about 100 were women. It is believed that conditions will improve to such an extent that the plant will be able to resume operations before March 1.

The H. H. White Toy Company of Sturgeon Bay, Wis., has been reorganized with a capital stock of \$25,000. It will discontinue its present factory in Sturgeon Bay and establish a new mill and factory at Valmy, Door county, so as to be in close touch with the source of the log supply.

Ludwig Koehler, for many years superintendent of the Matthews Bros. Manufacturing Company, Milwaukee, died January 30 at the age of 93 years. He was born in Germany and came to America in 1850. He supervised operations at the Matthews factory for more than a half century.

The Hardwood Market

CHICAGO

Trading on the Chicago hardwood market continues lethargic, with prices showing the widest and most unreasoned fluctuations. There has been very little quickening of demand from the furniture industry, though there has been sporadic increase of furniture factory operations. The implement industry continues to buy only sparingly, and as yet there has been little increase in automobile industry requirements. The sellers of hardwoods continue to book a few cars each week, chiefly of wide assortment as to grades and species. The chief hope of revival of business, here as elsewhere, is directed toward solutions of the housing problem. All feel that when building gets under way demand will return to normal and values start upward to profitable levels. Lumbermen of Chicago consider as a good sign the fact that the Heywood Brothers & Wakefield Company resumed full time operations on Jan. 31. Frank Ackley, manager of the lumber department and purchasing agent, recently placed an order

for 1,000,000 feet of birch and hard maple for delivery during the next six months. The company normally buys about 8,000,000 feet of hardwoods a year, and it means something to the hardwood trade for its plant to be running full time.

BUFFALO

The hardwood demand is slow to improve and little new business is being placed. Inquiries have begun to come in a little more actively, and it is expected that within a few weeks trade will be on a more satisfactory scale. Many plants are still running on reduced time and some have manufactured stocks on hand to be disposed of, but as a rule it is said that the lumber stocks carried by consumers are not large. The building trade seems likely to revive in a fair way within a short time, although some materials, as well as labor, needs reduction in costs to make building attractive.

Prices show an unusually wide variation. The buyer has the advantage nowadays, as he finds a good many concerns quite willing to reduce prices in order to get a fair-sized order. When the demand gets back more toward normal, and the effect of the extensive curtailment of production is more generally felt than at present, the severe competition is expected to be much less in evidence than today. Wholesale stocks have been considerably depleted, though in most cases are still extensive enough to meet the needs of the trade for a while.

PHILADELPHIA

While nothing sensational has taken place during the past fortnight in the way of new business, it seems clearly evident some improvement is being felt all along the line, and it is generally conceded that business is better, and while the actual orders booked have not been large, yet they are sufficient to justify the above statement. After the inventories had been gotten together many consumers and retailers found as usual many short items, and while this may be directly responsible for the increase as noted above, nevertheless the general feeling is growing better with age, and every order placed, no matter how small, is a link in the chain of stabilized prices—the big factor in the industry today. The class of inquiries being received daily have lost the "market feeler" aspect, and when followed through are merely the forerunners of actual orders. There, of course, is the usual "shopping about," but it is less general in the hardwood business than in many other woods. Wise and careful buyers are noted to evidence some anxiety as to the supply of well seasoned hardwoods at mill points, which direct representatives from the producing fields have told them were scarce, and many have been noted to be reluctant to wait until the "lowest price" was received before closing up on their requirements. The small mill men have almost exhausted their stocks, which by necessity they were forced to throw upon the market, and this retarding influence is now minimized. Large operators—at least the majority of them—do not seem to jump at the figures offered a few weeks ago, feeling that they should have something to say about the price of their product consistent with its cost. In this section many industries have resumed operations after long periods of idleness, and other large projects are set for early developments. In general the situation is showing a steady improvement.

PITTSBURGH

Hardwood men are getting ready for a big year's business. So far it is all in the getting ready stage, for orders and inquiries have not developed in the way that wholesalers would like to see them. Industrial conditions have been so bad that big manufacturing concerns have been practically out of the market the past few weeks. The coal mining industry is in even worse shape. This takes away the two largest buyers of good hardwood lumber and until conditions get better their business will be badly missed. Hardwood trade at present is very poor, as retailers are holding off to the last minute, so that they may reduce their stocks. Wholesalers are looking for a great deal from the railroad business that will surely come forward soon, providing the government pays to the railroads the money that is owing on the government guarantees.

BOSTON

While trade in this market is unmistakably quiet, there are some wholesalers who report a little improvement in demand and in inquiry and take this improvement as indicative of the early coming of better conditions. In a large way, there is not much of any business passing. This is of course ordinarily a dull time of year in the trade here. The building strike is now on in this city and has virtually stopped all new construction and repair work.

Really the hardwood wholesalers, their inventories taken, are reaping whatever advantage may accrue from a dull time and a not too great insistence on trade at sacrifice prices. Many concerns here have most advantageously reduced stocks—the fact is that offerings here are light—and have reduced commitments anywhere from 25 to 50 per cent.

The retarding conditions present in this market at this time are the tightness of money that still continues and the labor situation—the present strike—and the great uncertainty about prices. There is no doubt but what prices quoted here now for the various kinds of hard-

May we quote you on
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Southern Hardwoods

Oak Poplar
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FAYETTEVILLE, TENN.
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FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
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OWENSBORO KENTUCKY

Regular Width and Lengths; Dry

Ash.....	Com. & Bet.	4/4 to 16/4
Ash.....	No. 2 Com.	4/4 to 8/4
Chestnut.....	Com. & Bet.	4/4
Red Gum.....	Com. & Bet.	4/4 to 8/4
Qtd. Red Gum....	Com. & Bet.	4/4 to 8/4
Qtd. Red Oak.....	FAS	3/4 to 8/4
Qtd. Red Oak... No. 1 & 2	Com.	3/4 to 8/4
Qtd. White Oak.....	FAS	1/2 to 8/4
Qtd. White Oak... No. 1&2	Com.	5/8 to 8/4
Pl. Red Oak.....	FAS	4/4 to 16/4
Pl. Red Oak... No. 1&2	Com.	4/4 to 16/4
Pl. White Oak.....	FAS	4/4 to 8/4
Pl. White Oak... No. 1&2	Com.	5/8 to 8/4
Poplar.....	All Grades	4/4 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

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We offer COMPLETE STOCK WISCONSIN OAK

"TRY US"

MAPLE		BIRCH	
4/4" No. 1 Com. & Btr..5 cars	4/4" No. 1 Com. & Btr..3 cars	4/4" No. 2 Com.....5 cars	4/4" No. 2 Com.....5 cars
5/4" No. 2 Com. & Btr..6 cars	5/4" No. 1 Com. & Btr..3 cars	5/4" No. 1 Com. & Btr..3 cars	5/4" No. 1 Com. & Btr..3 cars
8/4" No. 2 Com. & Btr..4 cars	8/4" No. 2 Com. & Btr..3 cars	8/4" No. 2 Com. & Btr..3 cars	8/4" No. 2 Com. & Btr..3 cars
10/4" No. 2 Com. & Btr..2 cars	8/4" No. 1 Com. & Btr..2 cars	8/4" No. 1 Com. & Btr..2 cars	8/4" No. 1 Com. & Btr..2 cars
16/4" No. 2 Com. & Btr..1 car	12/4" No. 2 Com. & Btr..1 car	12/4" No. 2 Com. & Btr..1 car	12/4" No. 2 Com. & Btr..1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

woods show wide ranges, ranges that are in some cases surprising and disconcerting.

As to demand itself—the chairmakers, the furniture makers and the musical instrument makers here are not buying any more than they were two weeks ago. The furniture makers seem to be well stocked. They watched the Grand Rapids and Chicago sales, and the results have not stimulated them here to buying. The piano manufacturers are largely overstocked, though inquiry from some of them has been noted. All call for interior trim if way off, because of the present strike of the building trades. Auto making demand is slow and improvement is not looked for before the fall.

Improvement in demand is noted in some lines. The railroads have already begun to buy more and much is looked for in this line in the future. Another line which is showing better demand and inquiry is the call for maple for shoe heels. Much is expected in the near future as the shoe and leather industry is already showing signs of rejuvenation. And much maple is sold in this market for shoe heels.

BALTIMORE

Conditions in the hardwood trade here, while not showing any important changes, are regarded as better than they have been. The number of members of the trade who are gradually turning from a pessimistic attitude to one, if not of optimism, at any rate far more encouraging is on the increase, and these favorable opinions can hardly fail to exert some influence upon the state of the trade. Production continues to be much restricted, the output being estimated at not more than 25 or 30 per cent of what may be called normal. Many of the mills are still shut down trying to work out a readjustment with respect to production cost. Meanwhile the demand has not been large, but it probably kept pace with or exceeded the additions that were made to the stocks available. Reports now drift in from time to time that more interest in tenders is being shown, and that there is an increase in the number of orders coming out. So far, of course, prices have not improved, but the bottom of the depression seems to have been reached without a doubt, and some of the stocks taken up are intended to augment assortments of dealers who would be prepared for a revival. It is felt that with any considerable renewal of buying a positive shortage of lumber may be disclosed as a result of the curtailed output.

COLUMBUS

The hardwood trade in central Ohio territory has shown some improvement in every locality during the past fortnight. While buying has not increased to any extent, still inquiries are more numerous and this presages a better demand later on. The unsettled industrial conditions are still affecting the market adversely and slowness is expected for some time. The tone of the market is improved, however, and lumbermen generally believe that better things are now in sight.

Factories are looking around to see what hardwood stocks are available and the prices asked. Some factories are resuming operations after the holiday lay-off, and these are shopping around considerably for stocks of hardwoods. Box concerns are the best customers at this time. Implement and vehicle factories are buying to a small degree also. Furniture factories are holding off as their sales were not very good at the shows.

Retailers are placing some orders, although there is no general buying movement among dealers. Dealers' stocks are low and in many instances badly broken. Inquiries from dealers are more numerous than those from factories, indicating a better feeling in retail circles. Indications point to a fair building season, although many believe it will be late in opening.

CINCINNATI

The local hardwood trade has adopted the Wilsonian slogan of "Watchful waiting." The upturn forecasted by the optimists, that renewed activity would be ushered in with the advent of February, failed to materialize. However, an increase in inquiries has been noted. The trade in general is of the opinion that a building boom will alone bring the market back to its normal level. The fact that few railroads in the Cincinnati district are making any track improvements gives rise to the belief that the demand for ties will be curtailed for some weeks to come. Several of the railroads have laid off the larger part of their section hands. Furniture factories are going slow, few being in the market. There is, however, a tendency on the part of retailers to unload furniture at pre-war prices. This, the trade believes, is a sign that stocks in the factories are lower.

INDIANAPOLIS

The situation in Indianapolis, and in fact through the central portion of the state, appears to be much better than two weeks ago. During the past two weeks the demand has livened up somewhat and more and more of the woodworking industries have increased their output. It is reported that the furniture factories in and around Shelbyville, Ind., just south of this city are gradually increasing their production and the furniture factories and other plants using quantities of hardwoods in Indianapolis are producing more now than they have for weeks. Executives of these plants say all the visible signs point to a general resumption of business during the late spring.

Up to the present time these industries have not increased their production to such a point as to use up their stocks and it is likely to be a couple of weeks before there is any considerable buying done by them. However, the retail yards are reporting an exceptionally good demand for hardwoods. Jobbers say throughout the Indiana territory there is some increased demand, the rural trade again coming to the front with some orders. At the present time most of the buying is for mixed cars, few solid cars being received.

EVANSVILLE

While there has been little change in the local hardwood lumber market during the early part of February, there is a better feeling in the market and a few more inquiries are coming, and in the opinion of the manufacturers the month of February is going to be a better month than the month of January. January was rather sluggish, and as one of the leading manufacturers of Evansville said the other day: "There was absolutely nothing doing." But for the past two weeks optimism has been gradually returning, and it is believed that by the first of March or the first of April there will be a marked improvement in the situation. Reports from many points tell of large hardwood mills that are getting ready to start up within a short time. The large mill of the Maley & Wertz Lumber Company here has been operating steadily since the business depression started several months ago, and Daniel Wertz, the president of the company, says the plant will continue to run as long as the company can get the logs. Few logs are now coming in from the southern logging centres, owing to the inclement weather conditions that have existed for several weeks. A few logs, however, are coming in from the Green river country in western Kentucky, although not as many logs are being turned out in that section as there were in November or a few months before that. Log prices are rather high. The trade horizon has been clearing gradually for the past few weeks, collections are some better and this has stimulated the manufacturers and led them to believe that the worst of the trade depression is over and that they have now crossed the worst trade streams and ought to have calmer sailing from this time on.

MEMPHIS

The hardwood market continues rather quiet. There are admittedly more inquiries than there were a short time ago, and it is agreed that there is rather more business passing. Still, it is conceded that demand is quite restricted even yet, and that there is no immediate prospect of prompt resumption of buying on the part of consuming and distributing interests. The expected revival of domestic and foreign buying has not materialized, and there is growing disposition among members of the trade here to believe that this will be rather slow in making itself felt.

Manufacturers of furniture are doing more looking around than for some time and some few have placed fair-sized orders. There is apparently, however, no disposition on their part to anticipate their requirements. There are exceptions to this general rule, but they are too few to be important. Automobile manufacturers are showing very little interest in hardwood lumber. The building trades are severely crippled by the tightness of money and the high wages demanded by labor, with the result that there is very little demand for flooring, interior trim or anything else in the hardwood line from that source. Manufacturers of agricultural implements are likewise taking plenty of time for placing orders, as they are generally finding the "going" rather rough in view of the tremendous decrease in the value of farm products, a decrease so staggering that it has seriously affected the purchasing power of agricultural interests in all parts of the country. The railroads, too, have proved rather disappointing customers during the past month. They are confronted with decreasing revenues and are not undertaking anything like the rehabilitation program contemplated in the light of the tremendous advance granted in their revenues late last summer.

A prominent member of the trade here is authority for the statement that one consumer using approximately 4,500,000 feet of lumber annually has announced his intention of securing his requirements for the entire year on the basis of prevailing prices, but he is one of the exceptions to which reference has already been made. The majority of the trade here report little, if any, improvement, beyond that reflected in a decided increase in the number of inquiries and in only a very modest gain in the number of orders actually booked.

It may be stated that quite a fair increase in hardwood output is probable during the next sixty days as a result of the resumption of operations on the part of a number of manufacturers who have been idle from two to five months. In virtually every instance where resumption is contemplated, it may be noted that this is the result of the necessity of preventing loss rather than of a desire to put additional lumber on sticks. Quite a number of manufacturers shut down their mills before they cut up the logs they had on their yards or in process of delivery, and these are planning to resume in order that they may prevent these logs from becoming a total loss. They propose to run their mills until they have saved this timber and then they expect to close down again unless there is material improvement in the hardwood situation in the meantime. There are only a very few firms operating their plants through choice. And the prediction is freely made here that, at the end of the next sixty to ninety days, during which period practically all the logs now awaiting conversion into lumber can be taken care of, there is likely to be the

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No. 1 & Btr., 12/4, 4" & wdr., 8' & lgr., 13 mo. dry... 3 cars

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Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

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POPLAR		TUPELO	
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OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
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6/4" No. 3 & Btr.....	50,000'		

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13/16x2 1/4 Clear	60,000'	13/16x3 1/4 No. 1	25,000'
13/16x2 1/4 No. 1	175,000'	13/16x3 1/4 Factory	150,000'
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Lumber and Interior Finish
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FOREMAN'S FAMOUS FLOORING
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with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

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OAK, GUM, ASH, ELM,
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JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
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4/4 No. 2 Common..... 115,000'
5/4 1st & 2nds..... 50,000'
5/4 Selects..... 80,000'
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5/4 No. 2 Common..... 200,000'
6/4 1st & 2nds..... 10,000'
6/4 Selects..... 30,000'
6/4 No. 2 Common..... 75,000'
8/4 No. 1 Com. & Btr.... 35,000'

SOFT ELM

6/4 No. 2 & Btr.... 90,000'

HARD MAPLE

4/4 No. 2 & Btr..... 40,000'
5/4 No. 1 & Btr..... 300,000'
5/4 No. 2 Common..... 175,000'
6/4 No. 1 Common..... 20,000'
6/4 No. 2 Common..... 175,000'
8/4 No. 2 Com. & Btr.... 150,000'
10/4 No. 2 & Btr..... 60,000'

BASSWOOD

4/4 No. 1 & Btr..... 200,000'
4/4 No. 2 Common..... 200,000'

SOFT MAPLE

4/4 No. 2 & Btr..... 100,000'
6/4 No. 2 & Btr..... 11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT
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greatest curtailment of hardwood production throughout the southern field that has ever been witnessed.

Among the manufacturers here who are preparing to resume for runs of sixty to ninety days are: Gayoso Lumber Company, May Brothers, McLean Hardwood Lumber Company and James E. Stark & Co., Inc. The only firm which is planning to resume operations on the basis of business received is the Allen-Eaton Panel Company, New South Memphis, which is engaged in the production of built up woods and veneers.

The export situation is not particularly promising at the moment. Demand is failing to develop and business is quite restricted.

There is little to be said on the subject of prices. These have not undergone important change within the past two or three weeks. Many buyers are just "shopping" around and are not placing orders until they are able to do so on terms they consider favorable.

LOUISVILLE

The general market is showing improvement, and prospects are considerably better than they have been. While there is some talk of a much higher mark later in the year, much of this talk is being discounted, as a bit too optimistic. Some men are arguing that prices will be fifty per cent higher six months hence, but some of the really well posted operators don't figure for more than a fifteen to twenty per cent gain at the most, and believe that it would be better for the industry as a whole if prices do not go too high, as that would reduce consumption. The furniture factories are buying better as a result of fuller operation since the shows. The automobile, vehicle and musical instrument industries are not doing much. Hardwood flooring and interior trim is promising. Plain oak is outselling quartered oak by a big margin, while walnut is selling fairly well and poplar is good in all grades. Box materials are not moving very freely. Gum in better grades is active. Mills continue idle for the most part, and production is low. Stocks are in excellent shape as a whole.

ST. LOUIS

With nearly all the furniture factories shut completely down, or working part time, the automobile factories closed and the stagnation in building, the hardwood market in St. Louis is in the same condition as has obtained for the past few months. As far as can be learned there are only two furniture factories working full time and the balance are either shut down completely or working with fifty percent of their force. Automobile factories, notably the General Motors Company, which gave promise some time ago of re-opening after the first of January, have not re-opened and have in fact cut their working forces further. Railroads seem to be out of the market at the present time. Although, according to reports, they are far behind in car repairs and car building.

That the low level of prices has been reached is generally conceded but an occasional cut by hardwood manufacturers does not help the situation and buyers hesitate to place orders.

While furniture factories were reported as expecting to resume operations late in January, they have not done so, there have been practically no furniture ordered from the factories for some time.

Some automobile dealers have reported a slight increase in their business and this may mean an increased automobile factory business shortly, but this condition has not as yet become effective.

Building prices of course are standing in the way of resumption of building, the only item of building material which has declined in price being lumber. The demand for structural lumber will depend on an alteration of this condition. The upturn in British exchange is expected to improve the long-dormant export demand.

There were 444 building permits issued in January with a total value of \$333,025.00, as against 334 building permits issued in January 1920, with a total value of \$1,236,320.00. It will be noticed that while there were over a hundred more permits issued in January this year than January 1920, the dollar value declined nearly a million dollars.

MILWAUKEE

Although signs are discernable of a more hopeful and encouraging situation in the northern hardwood industry, the improvement so far has been slight in the way of actual business. As one large operator said, the betterment so far has been largely in the direction of a resumption of inquiry. While the absence of business of a substantial nature is a fact, nevertheless the character and volume of inquiries is so much better than it has been at any time since early last December that it has raised tangible hopes.

The mild temperatures and absence of snowfall during the greater part of the winter have affected logging operations unfavorably, but in view of the curtailment of woods work decided upon at the inception of the logging season, due to the flat demand, the climatic condition is not the material factor it would be under more nearly normal conditions. A large number of concerns are carrying woods work forward at a rate of 75 to 80 per cent of the ordinary input, while many others are cutting only 25 to 30 per cent.

Manufacturers of furniture are manifesting more interest in the hardwood market than for more than three months, but so far not much actual buying has developed. Purchases are to fill in here and there, and con-

sequently volume is lacking. Piano and talking machine manufacturers are going through a slack season and will probably do very little buying until their present heavy stocks have been worked down.

Mills in the north are making shipments right along, with the effect that stocks in mill yards are steadily being reduced. Production, at the same time, is not keeping pace with the shipments out of stock, so that it is likely that in another month or two the supply of lumber available for immediate delivery will be at a minimum. With the approach of spring a wholesome improvement in the demand is expected, and before the close of the year it is not unlikely that a shortage of stocks will confront the trade.

BEAUMONT

Outside of some activity in the box material trade, there has been little change in the hardwood market in this district during the past two weeks. Manufacturers point out that there has been a broadening in the demand and this may have some bearing on the immediate future, but no one is gambling on it to the extent of increasing their production.

The woodworking plants over the state report considerable employment, in some cases reaching 50 percent. From present indications, this condition may be further intensified unless there is a better crop movement.

In Texas and Louisiana, the principal trouble in returning to prosperity and bring about general employment in the rural districts, is a more healthful crop movement. Cotton and rice are two of the big products and neither is in demand. In the rice region reaching from the Mississippi to practically the Rio Grande, the product is below the cost of production and can not be moved at that figure. In Jefferson county, the largest rice growing county in Texas, the farmers, as a rule, have made no attempt to start planting. At this season of the year there is usually 30,000 acres ready at this season of the year for planting, but at the present time, there is less than 1,000 acres turned. Many of the rice farmers have gone broke and they will hardly be in the market for anything during 1921.

With these conditions in view, the hardwood consumption in Texas during the present year is going to be confined almost entirely to the cities. A 25 percent slump in oil on February 1 brought that product down to a point where it will have a tendency to arrest further drilling operations until a better market is available.

LIVERPOOL

"In the year just ended traders generally have experienced an anxious time, owing to the gradual decline in value of all commodities from the high prices established during and since the war," the "Annual Wood Circular" of Edward Chaloner & Company of Liverpool, England, says. "Owing to the depreciation of continental currencies the majority of the European nations can not buy our goods, and this fact is intensified by the attitude of our trade unions, which, in spite of the contracted outlet, demand yet higher wages, thereby increasing the cost of production. No doubt in time the unions will be forced to bow to the logic of events, and be prepared with the rest of the community to bear their share in the painful process of reducing costs in order to secure a fair share of the world's trade in competition with other nationalities.

"The timber trade generally started the year with high hopes of continued prosperity, but as the year progressed it began to be realized that the purchasing power of the community was reduced, and that the volume of trade was gradually being limited to supplying pressing and immediate wants."

In other sections of the report, which covers virtually all the important woods handled commercially in the British Isles, reference is made to American walnut and American hardwoods in general. "Walnut—American: There has been a small import of logs during the year, which met with prompt sale at the quay at full values. The supplies of boards have been limited, owing to the high cost of importation and the dullness of the market. Stocks held over from last year have been very much reduced, and if the furniture trade should improve these will soon be exhausted.

"American Hardwoods: In the first quarter of the year these goods were being sold at extremely high prices, owing to the impossibility of importing fresh supplies caused by high freights and the adverse American exchange. Owing to strikes which occurred in the furniture trades demand fell away, but as imports did not come in holders did not reduce their prices. This dullness in the demand continued, however, when the strikes were settled, and instead of an improvement taking place, as generally anticipated, the state of trade universally became worse. In the last three months prices have decreased very considerably without inducing large consumption. Wagon oak planks have come forward in very moderate quantities, the trade in these planks being very much reduced. Wagon builders are reluctant to pay the high prices asked for American planks and are using a much larger quantity of English oak for their requirements, the latter being very much cheaper. Coffin oak planks are not in request as in former years, buyers having got into the habit of using English elm for their purpose."

What is said about Japanese oak is also interesting from the American standpoint: "Moderate quantities of logs and boards have come forward during the year. In sympathy with other furniture woods prices have declined, but, nevertheless, there is a steady demand for these goods at the lower values now ruling."

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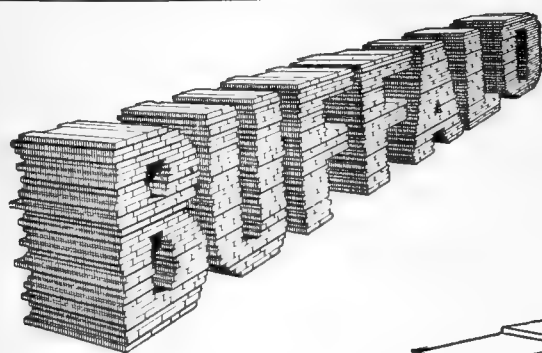
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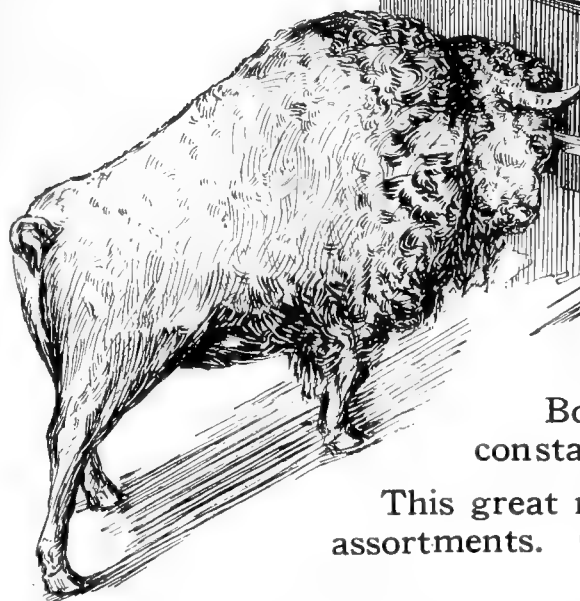
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Both northern and southern hardwoods flow constantly into Buffalo.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rate:

For one insertion	25c a line
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Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED

For portable mill, head sawyer who can act as manager. Personal interview necessary.

WANTED SALESMAN

Hardwood lumber salesman, must be high class man, thoroughly familiar with the New England hardwood trade. State full particulars as to experience, references and salary expected in first letter. Your reply will be treated with confidence. STANDARD HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

WANTED—COMPETENT CYPRESS INSPECTOR

For our Cairo, Illinois, yard. Give references, age, experience and salary wanted. Permanent position. Address GREGERTSEN BROTHERS COMPANY, 1560 McCormick Bldg., Chicago, Ill.

WANTED

Experienced office salesman, take charge of selling output of two mills Wisconsin about half each hemlock and hardwood, mostly birch; must have fair acquaintance with territory using these woods, and with market conditions. Give all details in reply, salary expected, experience, present position, references and if all satisfactory will arrange personal interview. Address Box 742, Care Hardwood Record.

WANTED FIRST CLASS GENERAL SUPERINTENDENT

For lumber business. Must have first class experience in soft and hardwood lumber, saw mill, dry kiln and all kinds of planing mill work. Only first class man need apply giving full details which will be held in confidence. Address:

DOMINO LUMBER CO., INC.,
1248-60 Broadway, Buffalo, N. Y.

LUMBER FOR SALE

LUMBER FOR SALE

300 M ft. Merchantable 2" spruce 8-16'.
200 M ft. 2" and 2 1/2" No. 1 C. & Btr., birch,
50% No. 1 C.
2 cars 2" and 3" FAS birch.
2 cars 1" and 2" Log Run brown ash. 2,000 ft. 1" basswood.
400 M 3 8x12x48" No. 1 hemlock Lath. 2 cars Merch. spruce lath.
2 Million cedar shingles.
200 M ft. 13 16" birch flooring.
Freight rate to Boston 35¢ pc, to Buffalo 35¢ pc, to Detroit 42¢ per 100 lbs.
All the above in good shipping condition.
J. ALPH TOUSIGNANT, Victoriaville, P. Q., Canada.

FOR SALE

3 cars 12/4 No. 1 C. & Btr., Hard Maple.
CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

WANTED

To sell output of two reliable hardwood band mills, on either commission basis or so much per month. Have selling organization that can show results. Address Box 743, care of HARDWOOD RECORD.

FOR SALE

3 cars 4 4 No. 2 & Btr. Oak Boards.
3 " 4/4 No. 2 & Btr., Gum Boards.
Well manufactured stock, nicely assorted widths and lengths, mostly No. 1. WARRENGODWIN LUMBER CO., Jackson, Miss.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

BLACK WALNUT DIMENSION

Several carloads 2 1/2x2 1/2-30" clear and dry walnut pieces suitable for high grade furniture work.

J. RICHARD JACKSON & BRO.,
Perry Bldg., Philadelphia, Pa.

FOR SALE

We have a large stock of dry lumber piled in our yard and our band mill is running continually. Let us quote you on anything you may be needing in northern or southern hardwoods or mahogany. WARRAN ROSS LUMBER CO., Jamestown, N. Y.

FOR SALE

400 M Ft. 8, 4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

ACTUAL SELLING PRICES

Actual current wholesale selling prices f. o. b. all the principal markets on all grades and sizes of hardwoods, southern yellow pine, North Carolina pine and West Coast woods, with comprehensive market review and forecast, published by THE LUMBERMEN'S BUREAU, 832 Munsey Bldg., Washington, D. C. Write for sample copy.

STANDARD WOODWORKING CO.,
Lafayette, Ind.

FOR SALE

2 cars 6/4 log run sycamore.
2 cars 1 3/16" beech No. 1 & Better.
1 car log run gum.
2 cars 6x8-10 beech draft timbers.
2 cars 7x9 red oak switch ties.
All bone dry stock.
We solicit orders for small mixed wood timbers. A. R. VAN SICKLE & SON, Tamms, Ill.

PHILIPPINE MAHOGANY

White Lauan and almon direct from our mill. CIF quotations Atlantic ports. ORIENT TRADING COMPANY, G. T. P. Dock, Seattle, U. S. A.

LUMBER WANTED

LUMBER WANTED

We are prepared to buy entire stocks of hardwood lumber for cash. Address Box 744, care of HARDWOOD RECORD.

WANTED TO BUY

5 cars 4/4 No. 1 Com. & Btr. S. W. Chestnut.
5 cars 6/4 No. 1 Com. & Btr. S. W. Chestnut.
Quote best price delivered Chicago rate.
Address Box 739, care HARDWOOD RECORD.

MOVE YOUR LUMBER

Send your latest stock list with prices attached on any or all items you wish moved; f. o. b. mill prices wanted; full description of stock. Address Box 740, care HARDWOOD RECORD.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Second growth white ash logs 10" and up. Cash f. o. b. loading point.
CAL BALMER, Bluffton, Ohio.

LOGS WANTED

We want several hundred thousand feet white oak, poplar and walnut logs. What have you to offer. State fully in first letter. P. O. Box 411, Indianapolis, Indiana.

LOG FOR SALE

DOGWOOD LOGS FOR SALE

One thousand cords dogwood logs eight feet long. D. E. STODDILL, MILLTOWN, Ga.

DIMENSION STOCK FOR SALE

FOR SALE

Oak and Ash Squares, 1x1x20" to 48", 1 1/2x 1 1/2x12" to 38". W. E. VASBINDER, Daleville, Ind.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 1/2" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

TIMBER LANDS WANTED

WANTED—TIMBERLANDS & INCOME PROPERTIES

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

TIMBER FOR SALE

TIMBER FOR SALE

About 15 million feet of hardwood timber on Alabama River and 1 mile from nearest railroad point and three miles from railroad junction. For further information write Dr. D. Cook, Camden, Alabama.

FOR SALE

3,000 acre plantation, including 1,600 acres virgin gum and oak, estimated at 10,000 ft. an acre, Concordia Parish, Louisiana, 1/2 mile from Mississippi River, 1 mile to T. & P. R. R. Will sell timber separate. For price write: M. A. FRISINGER, Fairview, La.

FOR SALE

Valuable timber tract in Franklin County, Tenn., five to seven miles from Winchester, 4,890 acres in fee simple, fine white and red oak, hickory and other hardwoods. Price and terms reasonable. Address THE CANADA WHEEL WORKS, Merriton, Ont., Canada.

LOGGING EQUIPMENT for SALE

TOM HUSTON LOG SKIDDER & STUMP PULLER

Peacock's Patent. Works with a Fordson Tractor. Write us or ask your Ford dealer for particulars. TOM HUSTON MFG. CO., Columbus, Ga.

FOR SALE

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
Birmingham, Alabama.

MACHINERY FOR SALE

FOR SALE

One overhead log carrier system, including double drum hoist for decking logs. All cable, trolley carrier and blocks.

Three Cleveland Caterpillar Tractors (Cle-tracs).

Eight logging wagons, 8" tread.

One American No. 3 Saw Mill.

One Tower 3 saw edger.

One swing cut-off saw.

One portable wood saw.

Logging tools, chains, cant hooks, tongs, etc.

This equipment was just bought last season and is practically new.

One-third cash—balance will take in hardwood lumber at market price.

EXPRESS BODY CORPORATION, Crystal Lake, Ill.

FOR SALE

30" Pony Planer, \$200.00 for quick sale. JAMESTOWN PANEL CO., INC., Jamestown, N. Y.

FOR SALE — GUARANTEED REBUILT

Filing room machinery. Send for monthly mailing list.

GEBOTT MFG. COMPANY, Big Rapids, Mich.

FOR SALE

1 No. 4—6' Maddox Rubbing Machine, new. Never used for commercial purpose. Attractive price. THE CHAS. PARKER CO., Meriden, Conn.

FOR SALE

60" Band Resaw.

24"x30" Timber Sizer.

American make—90% new—at half price.

L. F. SEYFERT'S SONS, INC.,
437 N. 3rd St., Philadelphia, Pa.

FOR SALE

2 80 H. P. Boilers

1 Nigger

1 Saw cab and mandrel

1 Steam Feed 7"x42"

FISCHER LUMBER CO.

Kewanee, Mo.

FOR SALE—SECOND HAND PIPE

All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, boilers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Standard dry kiln (Indianapolis) has been used for drying lumber in a kiln 20x100'. Consists of 10,000' 1" pipe, headers and 40 roller bearing trucks (iron) and 400 feet track rail. If interested, write for full description. W. H. Campbell, MICHIGAN VENEER CO., Alpena, Mich.

FOR SALE

Hardwood mill in Texas, daily capacity twenty thousand. Can be increased to thirty thousand by installation of steam feed. Timbers consist of red and white oak and red and sap gum. Fifty to one hundred million feet of timbers available at very reasonable stumpage prices. Good railroad facilities. Splendid opportunity. Apply quick. Address all inquiries to P. O. Box 1522, Fort Worth, Texas. Kindly do not reply unless you mean business.

FOR SALE

One No. 66, 9x6 Hall & Brown high speed planer and matcher, complete with double profiler. With this machine the extra equipment is worth \$600. This includes jointer heads with knives complete, T & G flooring heads, 5-8 T & G ceiling heads, square head for profile, six high speed discs for double beaded ceiling or partition with bits complete. Price on this machine with all of the extra equipment is \$1,750, f. o. b. cars Mobile. STOVER LUMBER CO., Mobile, Ala.

TIES FOR SALE

FOR SALE

10,000 No. 1 & 2 White Oak Cross Ties.
H. M. LONG & SONS, Guntersville, Ala.

REJECT TIES FOR SALE

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

MACHINERY WANTED

WANTED

Mechanical dryer, Coe or Textile preferred. Address Box 736, care HARDWOOD RECORD.

LUMBER BUGGIES WANTED

Want to buy five or ten used lumber buggies. Please give full description and price.

JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana.

WANTED MISCELLANEOUS

100 to 200 lumber buggies. What have you to offer? State condition and best price in first letter. Address P. O. Box 411, Indianapolis, Ind.

WANTED

A second hand steel guy derrick 10 ton capacity for handling logs 100 to 110 ft. mast. 90 to 100 ft. boom, must be complete in all details. State what you have to offer and your lowest cash price in first letter, and how quick shipment could be made if purchased. Address P. O. Box 411, Indianapolis, Ind.

PLANTS FOR SALE

FOR SALE

Sash and door mill. Fully equipped and excellent location. Will consider proposition for purchase of part interest. BEDARD & MORENCY MILL CO., Oak Park, Ill.

FOR SALE OR LEASE

At a positive bargain our going band saw mill plant of 30,000 ft. daily capacity, all modern equipment in A No. 1 condition. Can be had with or without our planing mill. Has buildings for veneer plant. In easy access of inexhaustible hardwood timber resources by rail and river. For complete information with detailed list of the property address:

WILLIAMSON & KUNY, Mound City, Ill.

VENEER PLANT FOR SALE

Fully equipped veneer plant located in the northern part of Michigan near timber supply. This business has been exceptionally profitable. The present owner wishes to retire because of very advanced age.

Capital required fifty to seventy thousand dollars, depending upon inventory.

For further inquiries address Box 745, care of HARDWOOD RECORD.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

BUSINESS OPPORTUNITIES

WANTED—MILL CONNECTIONS

Responsible firm selling domestic and export trade desires connection with firms operating band mills to sell output on commission basis. Prefer one largely gum, cypress and oak. Another largely poplar, oak and chestnut. Can help finance to a certain extent or would buy an interest on proper basis. Give full particulars. Address Box 737, care HARDWOOD RECORD.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following
ASH 8/4" Select & Better
4/4-16/4" Nos. 2 & 3 4/4" No. 1 Shop
BEECH 8/1" No. 1 Shop
4/4" Log Run, 40% 14' & 4/4" No. 1 Common
16', 75% No. 1 & Btr. 1" No. 2 Common
COTTONWOOD 8/4" No. 2 Common
1" Box Bds., 9-17", 40%
14' & 16' Band Sawn
1" FAS. Band Sawn
1" No. 1 Com., Bd. Sawn
1" Log Run, 75% No. 1 & B.
RED CYPRESS 60% 14' & 16'
1" Select and Better ELM
10/4" Log Run, 75% No. 1 & Better

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

SPECIALS FOR SALE

BASSWOOD	1" 10" & wider, 10,000'
6/4" FAS, Extra	Includes 3,500'
Wide .....15,000'	BROWN ASH
5/4" Com. & B. 5,000'	1" No. 2 & Btr....2 cars
1" No. 2 Com....30,000'	1" Rgh. No. 3 C....2 cars
1" No. 1 Com....40,000'	SOFT MAPLE
6/4" No. 2 & No. 3	6/4" Log Run....20,000'
Common ...60,000'	4/4" Log Run....25,000'
	4/4" No. 3.....20,000'

PROMPT SHIPMENT

C. P. Crosby, Rhinelander, Wis.

Opportunities May Be Found in These Columns for Both Buyer and Seller.

FOREIGN DEPARTMENT

CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

HELLERUP-COPENHAGEN
DENMARK

Present address to Nov. 15, Hotel Aster, New York, N.Y.
Cable Address: "Mahogany"

J. F. Mueller & Son Co.

Estab.
1795

HAMBURG 27

Incorp.
1916

Cable Address: HolzmueLLer, Hamburg

WOOD BROKERS & AGENTS

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" hand sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES

for

Hardwoods and White Pine

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 5/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
LOG RUN, 5/4", BELLGRADE LBR. CO., Memphis, Tenn.
LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", reg. wtds. and lgths., 3 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.
NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
LOG RUN, 4/4-12/4", GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 C., black, 4/4", 18 mos. dry; NO. 1 C., white, 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 & BTR., brown, 4/4", all wtds. & lgths., 13 mos. dry; NO. 1 & BTR., brown, 6/4", all wtds. & lgths., yr. dry. CHAS. GILL LBR. CO., Wausau, Wis.
NO. 2 C. & BTR., white, 4/4, 6/4, 8/4, 10/4, 12/4", KOSSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.
COM. & BTR., 4/4-12/4", KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 3 & BTR., 4/4 & 8/4", good wtds. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
ALL GRADES, 4/4-16/4", MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 10/4, reg. wtds. & lgths., 6 mos. dry; NO. 1 C., 10/4", reg. wtds. & lgths., 6 mos. dry. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 6/4, 50% FAS, 50% NO. 1, reg. wtds. & lgths.; NO. 1 C. & BTR., 8/4, 10/4, 12/4, 16/4", reg. wtds. & lgths. MILLER LBR. CO., Marianna, Ark.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths., all dry; NO. 3 C., 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NOS. 1 & 2 C., 4/4", reg. wtds. & lgths., 3-8 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C., 4/4", reg. wtds. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 1 C., 4/4-10/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds., std. lgths., good text., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good wtds. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, O.

NO. 1 C. & BTR., 4/4", 10" and wider, 6' and longer, 12 mos. dry; SEL. & BTR., 6/4", 4" and wider, 6' and longer, 12 mos. dry; NO.

2 C. & BTR., 6/4", 4" and wider, 4' and longer, 12 mos. dry. CHAS. GILL LUMBER CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4 & 5/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, SEL. & NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4"; NO. 1 C. & BTR., 6/4"; NO. 2 C. & NO. 3 C., both 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, NO. 1 C., NO. 2 C., & NOS. 3 & 4 C., all 4/4", reg. wtds. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. wtds. and lgths., dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BEECH

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good wtds. and lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 3/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wtds., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4", good wtds. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HARDWOODS FOR SALE

LOG RUN, 4/4, 6/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

NO. 2 C. & BTR., 4/4, 5/4, 8/4, 10/4, 12/4", 60% 14 & 16", 5 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

LOG RUN, 5/8", reg. widths. & lgths., 3-8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4", good widths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, SEL., both 4/4", reg. widths. & lgths., 10 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

SEL. & BTR., 8/4", 5" & wider, 8' & longer, 13 mos. dry. CHAS. GILL LUMBER CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4. JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & NO. 1 C., 4/4-8/4"; NO. 2 C. & NO. 3 C., 6/4"; NO. 1 C. & BTR., 10/4-12/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-8/4", reg. widths., std. lgths., 2 yrs. dry; NO. 2 C., 4/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 1 C., 4/4, 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 8/4", good widths., high av., 14 & 16", dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

SD. WORMY & BTR., 5/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 6/4", about 25% FAS, good widths., 50% 14-16", yr. dry; SOUND WORMY, 4/4", good widths., 40% 14-16", 8 mos. dry. W. Va., band sawn; SOUND WORMY, 6/4, 8/4", good widths., 40% 14-16", yr. dry.; N. C. stock; SOUND WORMY, 4/4", good widths., 35% 14-16", yr. dry. N. C. stock. GEORGE D. GRIFFITH & CO., Lumber Exchange, Chicago, Ill.

FAS, 4/4", reg. widths. & lgths., dry; NO. 1 C., NO. 3 C., SOUND WORMY, all 4/4", reg. widths. & lgths., dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., 4/4", WOOD-MOSIAC CO., Louisville, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & BTR., 4/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4. KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4", 6-12", reg. lgths.; FAS, 4/4", 13-17", reg. lgths.; BOX BOARDS, 4/4", 9-12", 13-17", reg. lgths.; NO. 1, 4/4", 18" & up, panel & wide, reg. lgths. MILLER LBR. CO., Marianna, Ark.

FAS, 4/4", 18" & up, reg. lgths.; NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths.; NO. 3 C., 5/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C. & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

SEL. & BTR., 75% FAS, 25% SEL., 4 1/4, 6 1/4", reg. widths. & lgths.; NO. 1 SHOP, 1/4", reg. widths. & lgths.; SEL., 5/4, 8 1/4", reg. widths. & lgths.; NOS. 1 & 2 C., 5/4", reg. widths. & lgths.; FAS, 8/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

SEL. NO. 1 SHOP, NO. 1 C., NO. 2 C., pecky, all 4/4", reg. widths. & lgths.; NO. 1 C., 4/4", 6, 8, 10", reg. lgths.; NO. 2 C., 4/4", 6, 8, 10, 12",

reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

COM. & BTR., 5/4-12/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-12/4", reg. widths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

LOG RUN, 75% NO. 1 & BTR., 4/4", av. width. & lgths., 4 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

LOG RUN, 4/4-12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4, 6/4" (6/4" largely NO. 1 C.), reg. widths. & lgths., 10 mos. dry; NO. 3, 4/4", reg. widths. & lgths., 10 mos. dry; NO. 1 & BTR., 10/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 5/4, 6/4, 8/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 8/4, 10/4", reg. widths. & lgths., 6 mos. dry. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 10/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. widths. & lgths., 3-8 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

LOG RUN, 4/4", reg. widths. & lgths., WISCONSIN LBR. CO., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", good widths. & lgths., 8 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 & BTR., 10/4", 5" & wider, 8' & lgr., 13 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 8/4". MASON & DONALDSON LBR. CO., Rhineland, Wis.

GUM—PLAIN RED

NO. 1 C., 4/4, 5/4, 6/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 5/8-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 8/4", av. width., 60% 14-16", 4 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C. & SEL., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL GRADES, 4/4-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, NO. 1 C., both 5/4", reg. widths. & lgths., 6 mos. dry. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 8/4", reg. widths. & lgths.; NO. 2 C., 4/4, 8/4", reg. widths. & lgths.; NO. 1 C. & BTR., 30% FAS, 70% NO. 1, 6/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

FAS, 4/4"; NO. 1 C., 4/4, 5/4". MOYER-SHAFER HDWD. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, reg. widths. & lgths.; NO. 2 C., 4/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4, 5/4"; LOG RUN, S. N. D.,

8/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & SEL., 4/4-8/4"; NO. 1 C. & SEL., S. N. D., 8/4". DARNELL-LOVE LBR. CO., Leland, Miss.

FAS & NO. 1 C., both 4/4". THEO. FATHAUER CO., Chicago, Ill.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 8/4, 5/4, 4/4", reg. widths. & lgths., 6 mos. dry; NO. 1 C., 8/4, 6/4, 5/4, 4/4", reg. widths. & lgths., 6 mos. dry. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4", reg. widths. & lgths.; NO. 1 C. & BTR., 6/4", reg. widths. & lgths.; NO. 1 C. & BTR., 50% FAS, 50% NO. 1, 8/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

NO. 1 C. & BTR., S. N. D., 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4". MOYER-SHAFER HARDWOOD CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. widths. & lgths.; NO. 1 C. & BTR., S. N. D., 5/4, 8/4", reg. widths. & lgths. BEDNA YOUNG & CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., 4/4, 5/4, 6/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C. & BTR., pl. 5/8-8/4"; NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & SEL., pl. 5/8". DARNELL-LOVE CO., Leland, Miss.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 6/4", good widths. & lgths., 6 mos. dry; DOG BOARDS, 4 1/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 4/4-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4", reg. widths. & lgths., 6 mos. dry; NO. 1 C., 4/4, 5/4", reg. widths. & lgths., 6 mos. dry. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

BOX BDS., pl. 4/4, 9-12", 13-17", reg. lgths.; FAS, pl. 4/4, 9-12", 13-17", reg. lgths.; NO. 1 C. & BTR., pl. 50% FAS, 50% NO. 1, 5/4, 6/4", reg. widths. & lgths.; NO. 1 C. & BTR., qtd., 50% FAS, 50% NO. 1, 8/4", reg. widths. & lgths. MILLER LBR. CO., Marianna, Ark.

FAS, pl. 4/4"; NO. 1 C., pl. 4/4"; NO. 1 C. & BTR., pl. 5/4, 6/4"; BOX BDS., 4/4", 13-17"; NO. 2 C., pl. 4/4, 5/4, 6/4". MOYER-SHAFER HDWD. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", 60% 14-16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4", reg. widths. & lgths.; NO. 2 C., 4/4, reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., pl. 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., R. & S., 4/4, 5/4, 6/4"; LOG RUN tupelo, 4/4"; NO. 1 C. & BTR., qtd. R. & S., 4/4, 5/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, fig. red, 4/4"; NO. 1 C., fig. red, 4/4". THEO. FATHAUER CO., Chicago.

NO. 2 & BTR., black, 4/4", good widths. & lgths., 6 mos. dry; NO. 3 & BTR., tupelo, 4 1/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 3 C., 5/4, 6/4". MOYER-SHAFER HDWD. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4, 6/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 4/4", reg. widths. & lgths. MILLER LUMBER CO., Marianna, Ark.

HICKORY

NO. 2 C. & BTR., 8/4, 10/4", reg. widths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, pecan, 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 C. & BTR., 4/4-10 4", reg. wdths. & lgths., 12 mos. dry. **BUFFALO HARDWOOD LBR. CO.,** Buffalo, N. Y.
LOG RUN, 10 4", 75% **NO. 1 & BTR.,** av. wdth. & lgth., 4 mos. dry. **CORNELIUS LUMBER CO.,** St. Louis, Mo.
LOG RUN, 6 4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.,** St. Louis, Mo.
LOG RUN, 8 4", reg. wdths. & lgths., 3-8 mos. dry. **SWAIN-ROACH LBR. CO.,** Seymour, Indiana.

MAGNOLIA

LOG RUN, 4 4", 75% **NO. 1 & BTR.,** av. wdths. & lgths., 4 mos. dry. **CORNELIUS LBR. CO.,** St. Louis, Mo.
NO. 2 C. & BTR., 4/4", 60% 14 & 16", band sawn, 6 mos. dry. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR., 4/4", high av., wdths. & lgths., dry, 90% hard; **NO. 2 C. & BTR.,** 4/4, 6/4, 8 4", high av. wdths. & lgths., dry, 90% hard. **AMERICAN COLUMN & LUMBER CO.,** Columbus, O.
NO. 2 C. & BTR., 4/4-16 4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.,** Buffalo, N. Y.
NO. 1 C. & BTR., 4/4-16 4", reg. wdths. & lgths., yr. dry. **BUFFALO HARDWOOD LBR. CO.,** Buffalo, N. Y.
FAS, 12 4", yr. dry. **G. ELIAS & BRO.,** INC., Buffalo, N. Y.
HEART, 2x6, 6", all lgths., largely 10' & longer, 10 mos. dry. **FOSTER-LATIMER LBR. CO.,** Mellen, Wis.
NO. 1 & BTR., 12 4", 4" & wdr., 8' & lgr., 13 mos. dry. **CHAS. GILL LBR. CO.,** Wausau, Wis.
QTD.-SAWED, 5/4, 6/4, 8 4"; **NO. 1 C & BTR.,** 5/4, 6/4, 8/4, 10 4, 12 4". **JACKSON & TINDLE, INC.,** Grand Rapids, Mich.
NO. 1 C. & BTR., 8 4", reg. wdths. & lgths., dry. **STEARNS & CULVER LBR. CO.,** L'Anse, Mich.
LOG RUN, 5/4, 10 4, 12 4", reg. wdths. & lgths. **SWAIN-ROACH LBR. CO.,** Seymour, Ind.
NO. 2 C. & BTR., 4/4-16 4", reg. wdths., std. lgth., 2 yrs. dry. **YEAGER LBR. CO.,** Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 12 4". **GEO. C. EHEMANN & CO.,** Memphis, Tenn.
NO. 2 C. & BTR., 4/4, 8 4"; **NO. 3 C.,** 4/4, 5/4". **JACKSON & TINDLE, INC.,** Grand Rapids, Mich.
LOG RUN, 4/4, 8 4", good wdths & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.,** St. Louis, Mo.
NO. 2 C. & BTR., 4/4", full log run. **MASON-DONALDSON LBR. CO.,** Rhinelander, Wis.
NO. 2 C. & BTR., 4/4, 8 4", reg. wdths. & lgths., dry. **STEARNS & CULVER LBR. CO.,** L'Anse, Mich.
LOG RUN, 10 4", reg. wdths. & lgths., 2 mos. & over dry. **SWAIN-ROACH LBR. CO.,** Seymour, Ind.
LOG RUN, 4/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.,** Chicago, Ill.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4-16 4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.,** Buffalo, N. Y.
FAS, 4 1/2, 5 4", reg. wdths. & lgths., 4 mos. dry; **NO. 1 C. & SEL.,** 4 1/2, 5 4", reg. wdths. & lgths., 4 mos. dry; **NO. 2, 4 4",** reg. wdths. & lgths., 4 mos. dry. **BREECE MFG. CO.,** Portsmouth, O.
COM. & BTR., 5/8", 4 4", reg. wdths. & lgths. **W. P. BROWN & SONS LBR. CO.,** Louisville, Ky.
FAS, 12 4", yr. dry. **G. ELIAS & BRO., INC.,** Buffalo, N. Y.
LOG RUN, 4 1-6 4" **KRAETZER-CURED LBR. CO.,** Greenwood, Miss.
FAS, **NO. 1 C., NO. 2 C., NO. 3 C.,** all 4/4", reg. wdths. & lgths., 5 mos. dry. **LAMB-FISH** **HARDWOOD CO.,** Charleston, Miss.
ALL GRADES, 4/4", 16 4". **MALEY & WERTZ LBR. CO.,** Evansville, Ind.
FAS, **NO. 1 C., NO. 2 C.,** all 4/4", reg. wdths. & lgths.; **NO. 2 C. & BTR.,** 10% **FAS,** 40% **NO. 1, 20% NO. 2, 5 4",** reg. wdths. & lgths.; **NO. 2 C. & BTR.,** reg. wdths. & lgths. **MILLER LBR. CO.,** Marianna, Ark.

NO. 2 C. & BTR., 4/4, 5 4", 60% 14-16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.
FAS, **NO. 1 C.,** both 4/4", reg. wdths. & lgths., dry. **WM. RITTER LBR. CO.,** Columbus, O.
NO. 1 C., 4/4". **STIMSON VENEER & LBR. CO.,** Memphis, Tenn.
NO. 3 C., 4/4", reg. wdths. & lgths.; **FAS,** 6 4", reg. wdths. & lgths. **WISCONSIN LBR. CO.,** Chicago, Ill.
FAS, 5/4, 4/4, 6 4"; **NO. 1 C.,** 4/4, 5/4, 8 4"; **NO. 2 C.,** 4/4". **WOOD-MOSAIC CO., INC.,** Louisville, Ky.
FAS, 3/4, 4/4, 5/4", reg. wdths. & lgths.; **NO. 1 C.,** 5/8", 3/4, 4/4, 5/4, 6 4", reg. wdths. & lgths.; **NO. 2 and 3 C.,** 4/4", reg. wdths. & lgths. **BEDNA YOUNG LBR. CO.,** Jackson, Tenn.

OAK—QUARTERED RED

COM. & BTR., 4/4", reg. wdths. & lgths. **W. P. BROWN & SONS LBR. CO.,** Louisville, Ky.
FAS, 4/4"; **NO. 1 C.,** 4/4". **THEO. FATHAUER CO.,** Chicago, Ill.
LOG RUN, 4/4-6 4". **KRAETZER-CURED LBR. CO.,** Greenwood, Miss.
ALL GRADES, 4/4-16 4", **MALEY & WERTZ LBR. CO.,** Evansville, Ind.
NO. 1 & 2 C., 4/4", reg. wdths. & lgths. **MILLER LBR. CO.,** Marianna, Ark.
NOS. 1 & 2 C., 4/4", 60% 14-16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.
FAS, **NO. 1 C.,** both 4/4". **STIMSON VENEER & LBR. CO.,** Memphis, Tenn.
FAS, 4/4, 5 4"; **NO. 1 C.,** 4/4, 5/4, 6 4"; **NO. 2 C.,** 4/4". **WOOD-MOSAIC CO., INC.,** Louisville, Ky.
FAS & NO. 1 C., 4/4, 5/4, 6 4", reg. wdths. & lgths. **BEDNA YOUNG & CO.,** Jackson, Tenn. **BEDNA YOUNG LBR. CO.,** Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4-16 4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.,** Buffalo, N. Y.
FAS, **NO. 1 C. & SEL.,** **NO. 2,** all 4/4", reg. wdths. & lgths., 4 mos. dry. **BREECE MFG. CO.,** Portsmouth, O.
COM. & BTR., 5/8, 4/4, 6 4", reg. wdths. & lgths. **W. P. BROWN & SONS LBR. CO.,** Louisville, Ky.
NO. 1 C. & BTR., 4/4-16 4", reg. wdths. & lgths., 10 mos. dry. **BUFFALO HDWD. LBR. CO.,** Buffalo, N. Y.
NO. 1 C., 10 4", yr. dry. **G. ELIAS & BRO., INC.,** Buffalo, N. Y.
LOG RUN, 4/4-6 4". **KRAETZER-CURED LBR. CO.,** Greenwood, Miss.
NO. 1 C., 3/8, 4/4", reg. wdths. & lgths., 6 mos. dry. **LAMB-FISH HDWD. CO.,** Charleston, Miss.
ALL GRADES, 4/4-16 4". **MALEY & WERTZ LBR. CO.,** Evansville, Ind.
NO. 2 C. & BTR., 4/4, 5 4", 50% 14-16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.
FAS, **NO. 1 C., NO. 2 C., SEL.,** **SD. WORMY,** **NO. 3 C.,** all 4/4", reg. wdths. & lgths. dry. **W. M. RITTER LBR. CO.,** Columbus, O.
NO. 1 C., 4/4". **STIMSON VENEER & LBR. CO.,** Memphis, Tenn.
NO. 3 C., 4/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.,** Chicago, Ill.
NO. 1 C. & BTR., 5/4"; **NO. 1 C., NO. 2 C.,** both 4/4". **WOOD-MOSAIC CO., INC.,** Louisville, Ky.
NO. 1 C, 5/8, 4/4, 5/4, 6 4", reg. wdths. & lgths.; **NO. 2 C. & FAS,** both 4/4", reg. wdths. & lgths. **BEDNA-YOUNG & CO.,** Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 COM. & BTR., 4 1-6 4". **BELLGRADE LBR. CO.,** Memphis, Tenn.
FAS, **NO. 1 C. & SEL.,** **NO. 2,** all 4 4", reg. wdths. & lgths., 4 mos. dry. **BREECE MFG CO.,** Portsmouth, O.
COM. & BTR., 5, 3, 4 4", reg. wdths. & lgths. **W. P. BROWN & SONS LBR. CO.,** Louisville, Ky.
NO. 1 C., 4/4". **THEO. FATHAUER CO.,** Chicago, Ill.
FAS, 3/8, 5/8, 4/4", 6-10"; **NO. 1 C.,** 3/8, 1/2, 5/8, 3/4, 4/4, 5/4". **KORSE, SHOE & SCHLEYER LBR. CO.,** Cincinnati, O.
NO. 1 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.,** St. Louis, Mo.

ALL GRADES, 4/4-16 4". **MALEY & WERTZ LBR. CO.,** Evansville, Ind.
NO. 2 C. & BTR., 4/4, 5 4", 60% 14-16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths., dry. **W. M. RITTER LBR. CO.,** Columbus, O.
FAS, **NO. 1 C.,** both 4/4". **STIMSON VENEER & LBR. CO.,** Memphis, Tenn.
LOG RUN, 4/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.,** Chicago, Ill.
NO. 1 C. & BTR., 5/8, 3/4, 5/4, 6 4"; **FAS,** 4/4"; **NO. 2 C.,** 4/4, 6/4, 8 4"; **CLR. STRIPS,** 2 1/2"-5 1/2", 4/4"; **NO. 1 C.,** strips, 4/4", 2 1/2"-5 1/2". **WOOD-MOSAIC CO., INC.,** Louisville, Ky.
FAS, 5/8, 5/4, 4/4, 6 4", reg. wdths. & lgths.; **NO. 1 C.,** 5/8, 3/4, 4/4, 5/4, 6 4", reg. wdths. & lgths.; **NO. 2 C.,** 4/4", reg. wdths. & lgths. **BEDNA YOUNG LBR. CO.,** Jackson, Tenn.

OAK—MISCELLANEOUS

SD. WORMY, 4/4, 5/4" good wdths. & lgths., dry. **AMERICAN COLUMN & LBR. CO.,** Columbus, O.
NO. 1 C., pl., 4/4, 5/4, 6/4, 8 4", reg. wdths. & lgths., 3 mos. dry. **BARR-HOLADAY LBR. CO.,** Greenfield, O.
SD. WORMY, **S. T. N.,** **NO. 3,** pl., mixed, 4/4", reg. wdths. & lgths., 6 mos. dry. **BREECE MFG. CO.,** Portsmouth, O.
NO. 1 & BTR., 4/4", av. width, 60% 14-16", 4 mos. dry, band sawn. **CORNELIUS LBR. CO.,** St. Louis, Mo.
LOG RUN, **R. & W.,** 4/4"; **NO. 1 C. & BTR.,** qtd. **R. & W.,** 4/4". **GEO. C. EHEMANN & CO.,** Memphis, Tenn.
NO. 3 C., pl. **R. & W.,** 4/4"; **NO. 3 C.,** qtd. **R. & W.,** 4/4". **THEO. FATHAUER CO.,** Chicago, Ill.
NO. 3 C., 4/4, reg. wdths. & lgths., 6 mos. dry. **LAMB-FISH HDWD. CO.,** Charleston, Miss.
NO. 3 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.,** St. Louis, Mo.
NO. 1 C. & BTR., pl., 4/4", reg. wdths. & lgths., dry; **NO. 1 C.,** qtd., 4/4", reg. wdths. & lgths., dry. **SWAIN-ROACH LBR. CO.,** Seymour, Ind.
NO. 1 C. & BTR., **W. & R.,** 4/4-16 4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LBR. CO.,** Buffalo, N. Y.

POPLAR

FAS, 4/4, 5/4, 6/4", over 50% 12" wide, over 70% 14 & 16", over 4 mos. dry, soft yellow. **AMERICAN COLUMN & LBR. CO.,** Columbus, Ohio.
NO. 1 C., 4/4", reg. wdths. & lgths. **W. P. BROWN & SONS LBR. CO.,** Louisville, Ky.
NO. 1 C. & BTR., 4/4-12 4", reg. wdths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.,** Buffalo, N. Y.
NO. 1 & BTR., 4/4", av. width, good lgth., 3 mos. dry, band sawn. **CORNELIUS LBR. CO.,** St. Louis, Mo.
FAS, SAPS, NOS. 1 C., 2 A., 2 B., all 4/4", random wdths. & lgths., 75% long extra wide, 6 mos. dry, Louisville yard. **DAWSON LBR. CO.,** Louisville, Ky.
LOG RUN, 4/4", reg. wdths. & lgths. **MILLER LBR. CO.,** Marianna, Ark.
NO. 2 C. & BTR., 4/4-6 4", 60%, 14-16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.,** Memphis, Tenn.
NO. 1 C., NO. 3 C., **LATH,** all 4/4", reg. wdths. & lgths., dry; **PANEL & NO. 1,** 5/8x18-23", reg. wdths. & lgths., dry; **BEV. SIDING SEL.,** 1/2x6". **W. M. RITTER LBR. CO.,** Columbus, O.
NO. 2 C. & BTR., 5/8-16 4", reg. wdths. & lgths., 1-2 yrs. dry. **YEAGER LBR. CO.,** Buffalo, N. Y.
FAS, 5/8", reg. wdths. & lgths.; **PANEL,** 5/8", 18" & up, reg. lgths; **CLEAR SAP, NO. 1 C.,** both 5/8 & 4/4", reg. wdths. & lgths.; **NO. 2 A., & B. COM.,** 4/4", reg. wdths. & lgths. **BEDNA YOUNG LBR. CO.,** Jackson, Tenn.

SYCAMORE

LOG RUN, 6/4", av. wdths. & lgths., 75% **NO. 1 & BET.,** 4 mos. dry. **CORNELIUS LBR. CO.,** St. Louis, Mo.
LOG RUN, 4/4, 8 4", good wdths. & lgths., 6 mos. dry. **P. J. LAWRENCE LBR. CO.,** St. Louis, Mo.
NO. 2 C. & BTR., qtd., 4/4", reg. wdths. & lgths.; **NO. 1 & BTR.,** pl., 4/4", reg. wdths. & lgths. **MILLER LBR. CO.,** Marianna, Ark.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

THANE LUMBER COMPANY

MANUFACTURERS

RED GUM, SOFT TEXTURED RED OAK, WILLOW,
CYPRESS, COTTONWOOD, SYCAMORE,
ELM, AND WHITE OAK.

Band Saw Mill

Arkansas City, Arkansas Address Sales Correspondence
Memphis, Tennessee

The **QUALITY** lumber producers.
Honest grades and measurements.
All wide and select stock left in.
None of our grades are manipulated.
Every courtesy and service extended.

The above is our MOTTO. Straight, clean grades, National Inspection, band sawed, high quality lumber of extra fine widths, 50' or more 14' and 16' lengths. Our lumber is branded T.

CAN SURFACE, RESAW OR SHIP MIXED GRADES
CAN KILN DRY STOCK

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4...No. 2 & Bet. 6/4...No. 2 & Bet. 6/4...No. 3 Com.
SEND US YOUR INQUIRIES

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B.	100,000'
4/4" Curly	8,000'	5/4" No. 1 Com.	40,000'
4/4" Unsel. Com. & Btr.	60,000'	5/4" No. 2 Com.	100,000'
6" & wider	3,000'	5/4" One face No. 2 C.	73,000'
5/4" Red	3,000'	5/4" No. 3 Com.	100,000'
5/4" Curly	3,000'	8/4" No. 3 Com.	36,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr.	100,000'
10/4" Com. & Btr.	28,000'		

WALNUT

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7', 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7', 8 mos. dry; FAS, 4/4", 6-10", 8 & 9', 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7', 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7', 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; FAS, 16/4", 6" & up, 8-16", 20 mos. dry; NO. 1 C., 5/8", 6/4", 8/4", reg. widths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. widths. & lgths., yr. dry; NO. 1 C., 4/4", 6/4", reg. widths. & lgths., 6-10 mos. dry; NO. 1 C., 12/4", reg. widths. & lgths., 15 mos. dry; SEL., 4/4", reg. widths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. widths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. widths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. widths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. widths. & lgths., 8 mos. dry; SEL., 6/4", reg. widths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

NO. 1 C. & BTR., 1/2-5/8"; FAS, 4/4", 5/4", 6/4", 8/4"; NO. 1 C., 4/4", 5/4", 6/4", 8/4"; SEL., 4/4", 5/4", 6/4", 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

DIMENSION STOCK

CLR. OAK, 1 1/2"x1 1/2"-19 & 38". 2x2-19", 2x2-30", 2 1/2"x2 1/2"-19 & 30". 2 1/2"x2 1/2" & 3x3-30". 3x3-30", 2x2-24 & 30"; QTD. OAK, 1x2 1/2" & wdr., 18 & 24". C. B. COLBORN, Memphis, Tenn.

FLOORING

PL. WHITE OAK, SEL., 13/16x2 1/4"; PL. RED OAK, CLR., 13/16x2 1/4". W. M. RITTER LBR. CO., Columbus, O.
CLR. WOLVERINE, 13/16x2 1/4"; NO. 1, 13/16x 2 1/4", 13/16x3 1/4"; FACTORY, 13/16x2 1/4", 13/16x3 1/4", 11/16x2 1/4", 11/16x3 1/4". STRABLE LBR. & SALT CO., Saginaw, Mich.

PINE AND HEMLOCK

YARD & CRATING STOCK. MASON-DON-ALDSON LBR. CO., Rhinelander, Wis.

VENEER—FACE

ASH

1/8"-5/8" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

BIRCH

LOG RUN, 1/20", 6-36", 50-92", kiln dried; LOG RUN, 1/28", 6-36", 50-98", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

DOUGLAS FIR

CLR. FACE, 1/4", 19", 50 1/2", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM

(Unselected for color)

SHEET STOCK, 1/4", 3/16", 6-36", 38-98", shingle bld., kiln dried; SHEET STOCK, 1/8", 6-36", 50-98", kiln dried; SHEET STOCK, 1/16", 1/20", 6-36", 38-98", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

SELECTED RED FOR COLOR

SHEET STOCK, 1/8", 6-36", 68-98", kiln dried; SHEET STOCK, 1/16", 1/20", 6-36", 38-98", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

GUM

SHEET STOCK, rotary fig. red, 1-8", 6-36", 68-98", kiln dried; SHEET STOCK, rotary fig. red, 1/20", 6-36", 78-98", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. THE FREIBERG MAHOGANY CO., Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

QTD., 1/8"-5/8"; PL., 1/8"-5/8" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

OAK—PLAIN

SHEET STOCK, red, 1/8", 1/20", 6-36", 38-68", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

SHEET STOCK, white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

WHITE, sawed quartered. WOOD MOSAIC CO., INC., Louisville, Ky.

PINE—YELLOW

SHEET STOCK, 1/8", 6-36", 38-98", kiln dried; SHEET STOCK, 1/16", 6-36", 38-68", kiln dried. CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96", 1/20", 6-36", 50-92", kiln dried; LOG RUN, 1/16", 6-36", 74-86", kiln dried and 1/32", 6-36", 74". CHICAGO MILL & LBR. CO., Chicago, Ill.

1/8"-5/8" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in walnut veneers, Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

1/20"-5/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

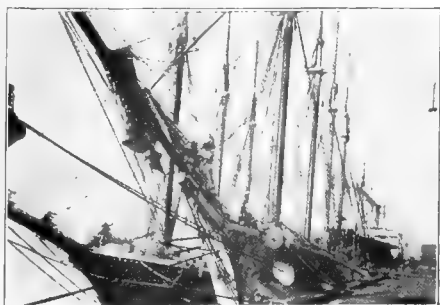
PANELS AND TOPS

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

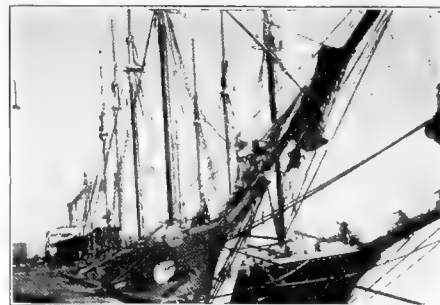
OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.



NEW ORLEANS

*The World's
Greatest Lumber
Shipping Port*



Ads in

HARDWOOD RECORD

"Pack a Mighty Punch"

Because:

Purchasing power among wood-using subscribers is \$290,630,000.

Average rating per wood-using subscriber is \$241,000.

Purchasing power among hardwood manufacturers is \$249,080,000.

Average rating of hardwood manufacturing subscribers is \$316,000.

CLIMAX

Lumber Company LIMITED

Manufacturers and Wholesalers
BAND SAWN

Hardwood Lumber
Plain Oak, Tough White Cane
Ash, Red and Sap Gum, Soft
Elm and Red Cypress

New Orleans, Louisiana

Lucas E. Moore Stave Co.

MANUFACTURERS AND WHOLESALERS

*Of All Kinds of
Southern
Hardwood Lumber*

SPECIALTIES

RED AND SAP GUM
TUPELO OR BAY POPLAR
FIRM TEXTURE WHITE ASH

Mill and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters ^{of all kinds of} **Hardwood Lumber**

Producer and Consumer

of hardwoods have learned that

Hardwood Record

IS AN

ideal medium of communication

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

“USE OAK”

* Has Individual Display Ad on Page Designated.

(*See page 35)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 39)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer
Ft. Wayne, Ind.

(*See page 61)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

(*See page 29)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Teichy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, MISSISSIPPI

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Str. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

(*See page 53)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE

(*See pages 1-10)

J. H. Bonner & Sons
Manufacturers Band Sawed Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

(*See page 72)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

(*See page 11)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.

THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page 9)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page —)

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 47)

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawed Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Long-Knight Lumber Co.
Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Mills
15,000,000 Feet

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 19)

QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 13)

Tallahatchie Lumber Company
Manufacturers of Band Sawed Hardwoods
155 Madison Ave. Memphis, Tenn.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(*See page 60)

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 76)

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-8)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. MEMPHIS, TENN., U. S. A.

(*See page 37)

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page 12)

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, MISSISSIPPI

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

(*See page 13)
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

(*See page 55)

Manufacturers of Band Sawed West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension.
For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building
Columbus, Ohio

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

SEND US YOUR INQUIRIES FOR ANYTHING IN
Northern and Southern Hardwoods

We specialize in Chestnut Lumber

Geo. D. Griffith & Co.

Birch Maple Elm Oak Poplar

WHOLESALE LUMBER

Chestnut Gum Cypress Basswood

805 LUMBER EXCHANGE, CHICAGO, ILL.
TELEPHONE RANDOLPH 2165



*Any Time You Get
as Good as the*

RED BOOK

*You can't get any
better credit book.*

It's the real authority to consult on lumber buyers,
wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION

CHICAGO and NEW YORK

We Offer for Quick Shipment

MAPLE Dry Grn.		4/1" No. 2 Common.....		23M	5M
4/4" No. 1 C&B Qtd.....	13M 8M	4/4" No. 3 Common.....		26M	
5/4" No. 1 C&B Qtd.....	3M	BEECH			
6/4" No. 1 C&B Qtd.....	3M	6/4" No. 2 C&B.....	76M	50M	
8/4" No. 1 C&B Qtd.....	24M	5/8" No. 3 Common.....	100M		
5/4" No. 1 End Dried Wh. 3M		4/4" No. 3 Common.....	16M	36M	
4/4x6" & up No. 1 C&B Pl.	20M	5/1" No. 3 Common.....	40M		
4/4x10" & up No. 1 C&B Pl.	20M	6/1" No. 3 Common.....	181M	75M	
6/4" No. 1 C&B.....	50M	PASSWOOD			
10/4" 1st & 2nds.....	12M	4/4" No. 2 C&B.....	258M	70M	
6/4" No. 2 C&B Soft.....	53M 2M	4/4" No. 2 Common.....	14M		
4/4" No. 2 Common.....	250M 90M	4/4" Piano Key White.....	14M		
5/4" No. 3 Common.....	44M	5/4" Piano Key White.....	5M		
6/4" No. 3 Common.....	200M 130M	SOFT ELM			
8/4" No. 3 Common.....	64M	4/4" No. 2 C&B.....	151M	101M	
BIRCH		4/4" No. 2 Common.....	11M		
4/4" No. 2 C&B.....	104M 13M	8/4" No. 1 C&B.....		48M	
		12/4" No. 1 C&B.....	13M	31M	

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELTON ST.
CHICAGO

ATKINS

SILVER STEEL SAWS

WHO will supply the rail-roads with ties, timber and lumber?

The Saw Mill Men who are on the job.

Who will furnish lumber for the homes and buildings needed in every hamlet, village and city in this great land?

The Saw Mill Men.

Will they be on the job?

Of course they will if they use

Atkins *Silver Steel* Saws

Clear the track and let's go—write or wire order to nearest branch or factory

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks In The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.



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Northern Hardwoods

WRITE
**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

OUR INTEREST

in the success of your

GRAND RAPIDS VAPOR KILNS

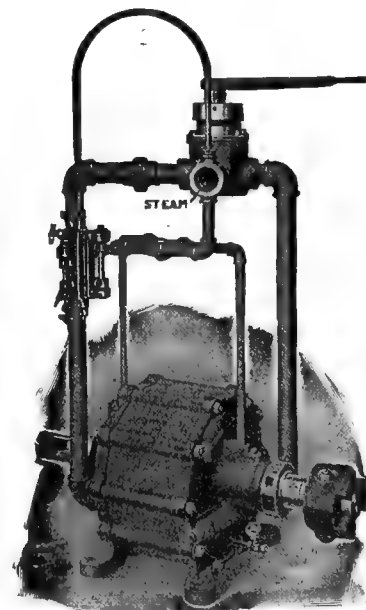
is continuous

We do not drop you as soon as the
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Your problems of drying are *our
problems* as long as you use the kilns.
New kilns built—old kilns remodeled.
And the success of the operation
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in and conditions change.

GRAND RAPIDS VAPOR KILN
Grand Rapids, Michigan

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**On the
SAWYER**

depends the get-
ting out of lum-
ber at least cost.

Give him a
**SOULE
STEAM-FEED**

and he will cut
more lumber
with the same
payroll.

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WRITE FOR IT

SOULE STEAM FEED WORKS
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HIGH LIGHTS ON PROPER PILING

NO wonder the lumber you get from our operations at Deering, Mo., has a national reputation! First it is made right, then it is piled right—plenty of air and light—plenty of protection; ample sticks and precise piles. You can depend on receiving every one of the wide and best boards in the grade you buy—**NOTHING PICKED OUT.** This is positive. You take no chances.



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CHICAGO, ILLINOIS



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
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Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

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Poplar
Red Gum

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Elm

Sap Gum
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SALES OFFICE:
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Hardwood Record

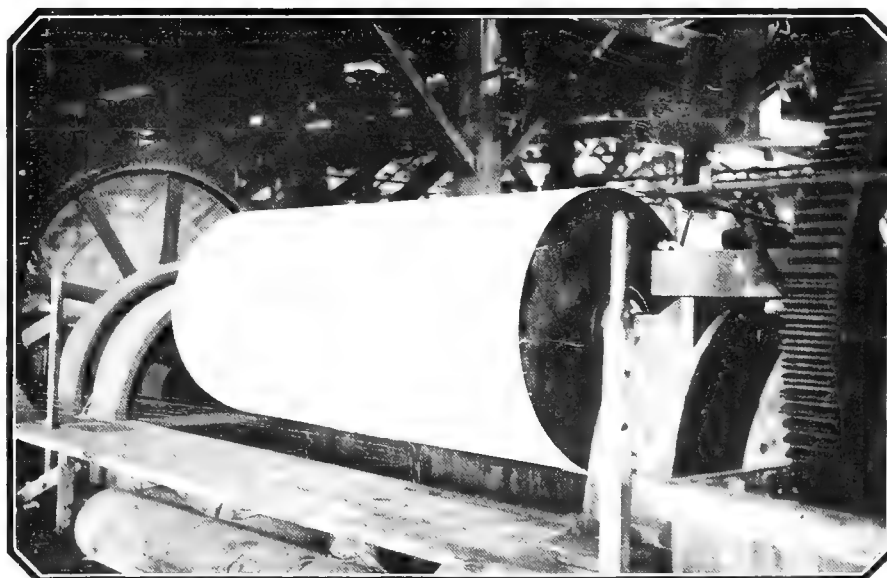
Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 25, 1921

Subscription \$2.
Vol. L, No. 9

QUALITY STOCK *from* SELECTED LOGS

Our extensive and diversified forest and mill operations make it possible for us to select and use only choice veneer logs in the manufacture of Chicago Mill Rotary Commercial Veneer



CHOICE LOG BEING CONVERTED INTO CHICAGO MILL ROTARY COMMERCIAL VENEER
CLARENDON, ARKANSAS PLANT

CHICAGO MILL AND LUMBER COMPANY
COMMERCIAL VENEER DEPARTMENT

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ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALESAERS

LUMBER

PHILADELPHIA PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple

Flooring

kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER
will consider the fact that present
prices are lower than manufactur-
ing cost! There is food for thought
in this truth and it presents a big
opportunity for YOU if you buy
on the basis of present market
quotations.

We are specialists in our field of
activity, which means a high stand-
ard of Quality and Service. Our
reputation is founded on accom-
plishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

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MARINETTE with both rail and water transportation, excellent labor conditions and a timber
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Come and Look Us Over

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OUR ESTABLISHED POLICY

IS TO PRODUCE ONLY THE BEST IN HARDWOODS. THIS IS ASSURED BY THE FACT THAT ONLY VIRGIN TIMBER IS LOGGED AND CUT INTO LUMBER. WE CARRY IN STOCK A SPLENDID ASSORTMENT AND CAN SUPPLY ANY OF THE REGULAR GRADES AND THICKNESSES OF OAK, GUM, ELM, ASH AND COTTONWOOD IN UNIFORM QUALITY AND TEXTURE.

HARDWOODS THAT APPEAL

NEW ORLEANS REPRESENTATIVES
S. L. BELKNAP LUMBER & EXPORT CO.,
620-621 GODCHAUX BLDG.

Double Band Mills
Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

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- 1st—That this Inter-Insurance Exchange has more assets to amount at risk—(or insurance in force) than *any Stock fire insurance company.*
- 2nd—That our policy is *the lowest in cost* as well as the safest of any fire insurance policy written. Let us prove this.



If you are not a member, and your Saw-Mill can meet our requirements as a preferred risk—we write only such—your application will be welcomed by our 425 members. Write for full particulars, and last Financial Statement.

NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE

710 LUMBER EXCHANGE, 11 S. LA SALLE STREET, CHICAGO, ILLINOIS

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5/4 and 6/4 No. 1 Com. & Selects

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5/4 and 6/4 1st & 2nd Band Sawm

ARKANSAS QTD.

WHITE OAK

Southern Hardwoods

Osgood-Corson Lumber Co.

122 SOUTH MICHIGAN AVENUE, CHICAGO

SEND US Your
Next Inquiry for

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4/4" No. 1 & Btr. 5 cars
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4/4 to 12/4" No. 1 & Btr.

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HARD MAPLE

4/4 to 12/4 No. 1 & Btr.

SOUTHERN OAK

1/4 to 8/4" No. 1 & Btr..

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

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HARDWOOD LUMBER**

4/4" No. 1 Common Cypress.....10 Cars
4/4" Log Run Soft Elm..... 5 Cars
Each 8/4" and 10/4" Soft Elm..... 3 Cars
Each 8/4" and 10/4" Soft Maple..... 2 Cars
4/4" No. 3 Common Gum10 Cars
4/4" No. 3 Common Oak10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.10 Cars

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Hardwood Lumber

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MILLS—HELENA, ARK.

CLARENCE BOYLE

INCORPORATED

ESTABLISHED 1850

INCORPORATED 1913

**MANUFACTURERS
AND WHOLESALE**

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

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ATLANTIC BEACH, FLA.

MERIDIAN MISS.

**Maisey & Dion
Hardwoods**

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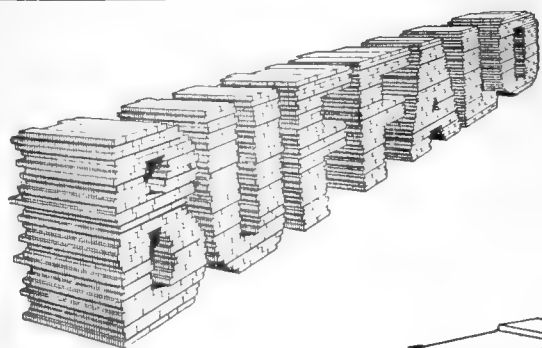
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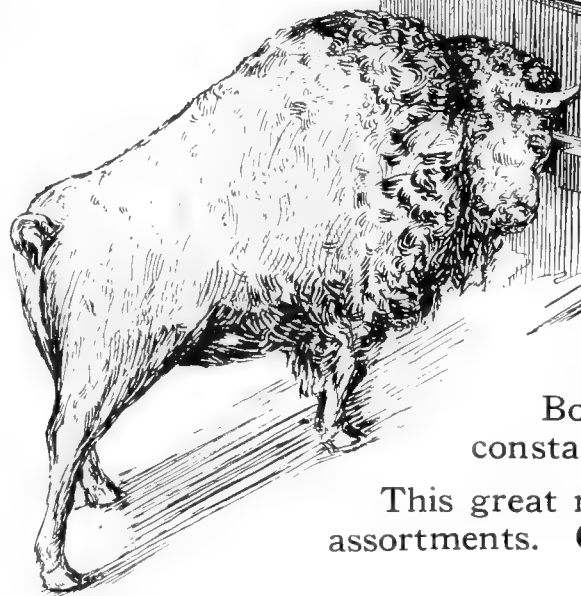
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FOR HARDWOODS



Why

should the large consumers of lumber carry large stocks and heavy investments in hardwoods when we have 50,000,000 feet or more of hardwoods at Buffalo and 25 railroads to give them service?

Both northern and southern hardwoods flow constantly into Buffalo.

This great market is continually buying and toning up assortments. Give Buffalo Dealers your orders.

T. SULLIVAN & COMPANY

HARDWOODS—Ash and Elm

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BROTHER, Inc.

Have large stock of fine dry **THICK OAK** and **MAPLE**
Also all other Hardwoods, White Pine, Etc.

ESTABLISHED 1881
965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

I. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in **WHITE ASH, OAK and MAPLE**

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Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

SOUTHERN HARDWOODS
MANUFACTURERS AND WHOLESALERS
Regular Widths and Lengths

ASH	PLAIN SAP GUM
10 1/4" Log Run, 6 mo. 1 car	4 1/4" FAS, 6 mo. 3 cars
1 1/4" C. & B. 6 mo. 5 cars	4 1/4" No. 1 Com., 6 mo. 10 cars
COTTONWOOD	4 1/4" No. 2 Com., 6 mo. 10 cars
4 1/4" BB, 13-17" 6 mo. 3 cars	5 1/4" Com. & Btr., 6 mo. 15 cars
4 1/4" BB, 8-12" 6 mo. 2 cars	6 1/4" No. 1 Com., 12 mo. 10 cars
4 1/4" FAS 13" & wider	8 1/4" No. 2 Com., 12 mo. 2 cars
6 mo. 2 cars	QUARTERED SAP GUM
4 1/4" FAS, 6-12" 6 mo. 5 cars	4 1/4" Com. & Btr., 6 mo. 5 cars
4 1/4" No. 1 Com., 6 mo. 15 cars	5 1/4" Com. & Btr., 6 mo. 5 cars
4 1/4" No. 2 Com., 6 mo. 5 cars	PLAIN RED GUM
5 1/4" Nos. 1 & 2 C. & B. 6 mo. 5 cars	5 1/4" Com. & Btr., 6 mo. 2 cars
CYPRESS	6 1/4" Com. & Btr., 6 mo. 3 cars
1 1/4" No. 1 & 2 C. & B. 6 mo. 10 cars	QUARTERED RED GUM
SOFT ELM	8 1/4" Com. & Btr., 12 mo. 1 car
8 1/4" Log Run, 8 mo. 2 cars	PLAIN RED OAK
10 1/4" Log Run, 8 mo. 3 cars	4 1/4" No. 1 C. & B., 8 mo. 10 cars
11 1/4" Log Run, 8 mo. 1 car	4 1/4" No. 2 Com., 8 mo. 8 cars

Johnson Bros. Hardwood Co.
(OUR NAME IS EASY TO REMEMBER)
1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM	8 1/4" No. 1 Common..... 28,000'
6 1/4" No. 1 Common..... 17,000'	4 1/4" Sound Worms..... 41,000'
QUARTERED SAP GUM	QUARTERED WHITE OAK
8 1/4" FAS..... 18,000'	4 1/4" FAS..... 10,300'
8 1/4" No. 1 Common..... 11,000'	5 1/4" FAS..... 11,000'
PLAIN SAP GUM	6 1/4" FAS..... 15,100'
7 1/4" FAS..... 6,000'	4 1/4" No. 1 Common..... 11,000'
4 1/4" No. 1 Common..... 59,000'	5 1/4" No. 1 Common..... 14,200'
5 1/4" No. 1 Common..... 24,700'	6 1/4" No. 1 Common..... 28,600'
5 1/4" No. 2 Common..... 18,700'	8 1/4" No. 1 Common..... 15,100'
PLAIN RED OAK	4 1/4" No. 2 Common..... 31,000'
10 1/4" FAS..... 15,000'	5 1/4" No. 2 Common..... 8,500'
4 1/4" No. 1 Common..... 32,000'	6 1/4" No. 2 Common..... 8,000'
5 1/4" No. 1 Common..... 15,000'	POPLAR
6 1/4" No. 1 Common..... 21,200'	4 1/4" No. 1 Common..... 58,000'
8 1/4" No. 1 Common..... 16,000'	6 1/4" No. 1 Common..... 35,000'
10 1/4" No. 1 Common..... 31,000'	4 1/4" No. 2 Common..... 16,000'
4 1/4" No. 1 Common..... 60,000'	5 1/4" No. 2 Common..... 16,500'
5 1/4" No. 1 Common..... 25,000'	6 1/4" No. 2 Common..... 9,000'
6 1/4" No. 1 Common..... 13,000'	8 1/4" No. 2 Common..... 52,000'

Goodlander-Robertson Lbr. Co.

HIGH class band sawn Mississippi Delta Red Gum; extra nice widths, mostly 14" and 16" lengths. Prices F. O. B. mill.

Crust, Miss.	30,000 Ft. 4 1/4" 1st & 2nds Plain Sap Gum..... \$38 00
100,000 Ft. 4 1/4" No. 1 Com. Plain Sap Gum..... 23 00	
200,000 Ft. 5 1/4" No. 1 Com. & Btr. Plain Sap Gum..... 28 00 & \$45 00	
150,000 Ft. 6 1/4" No. 1 Com. & Btr. Pl. Sap Gum..... 28 00 & 45 00	
10,000 Ft. 4 1/4" No. 1 C. & B. Qtd. Red Gum, SND..... 33 00 & 50 00	
50,000 Ft. 5 1/4" No. 1 C. & B. Qtd. Red Gum, SND..... 35 00 & 50 00	
20,000 Ft. 6 1/4" No. 1 C. & B. Qtd. Red Gum, SND..... 38 00 & 52 00	
200,000 Ft. 8 1/4" No. 1 C. & B. Qtd. Red Gum, SND..... 45 00 & 65 00	
100,000 Ft. 10 1/4" No. 1 C. & B. Qtd. Red Gum, SND..... 72 00	
50,000 Ft. 4 1/4" 1st & 2nds Plain Red Gum..... 45 00	
75,000 Ft. 4 1/4" No. 1 Com. Plain Red Gum..... 50 00	
50,000 Ft. 5 1/4" No. 1 Com. Plain Red Gum..... 60 00 & 90 00	
75,000 Ft. 4 1/4" No. 1 Com. & Btr. Qtd. Red Gum..... 65 00 & 95 00	
50,000 Ft. 5 1/4" No. 1 Com. & Btr. Qtd. Red Gum..... 65 00 & 95 00	
30,000 Ft. 6 1/4" No. 1 Com. & Btr. Qtd. Red Gum..... 70 00 & 100 00	
100,000 Ft. 8 1/4" No. 1 Com. & Btr. Qtd. Red Gum..... 75 00	
50,000 Ft. 4 1/4" 13" to 17" Sap Gum Box Boards..... 15 00	
250,000 Ft. 4 1/4" 5 1/4" & 6 1/4" No. 2 Com. Sap Gum..... 10 00	
50,000 Ft. 5 1/4" & 6 1/4" No. 3 Com. Gum..... 10 00	

Moyer-Shafer Hardwood Co.

SAP GUM	7 1/4" No. 2 Common..... 50,000'
1 1/4" 1st & 2nd Panel, 18"	6 1/4" No. 1 Common..... 50,000'
& up	6 1/4" No. 2 Common..... 50,000'
1 1/4" 1st & 2nd 1, 17"	
1 1/4" No. 1 Common..... 50,000'	
5 1/4" No. 1 Common..... 50,000'	
6 1/4" No. 1 Common..... 50,000'	
1 1/4" No. 2 Common..... 50,000'	
6 1/4" No. 2 Common..... 50,000'	
1 1/4" No. 3 Common..... 50,000'	
6 1/4" No. 3 Common..... 50,000'	
PLAIN RED GUM	
1 1/4" 1st & 2nd	1 1/4" 1st & 2nd
4 1/4" No. 1 Common..... 50,000'	4 1/4" No. 1 Common..... 50,000'
4 1/4" No. 2 Common..... 50,000'	4 1/4" No. 2 Common..... 50,000'
5 1/4" No. 1 Common..... 50,000'	1 1/4" Sound Worms..... 50,000'

Geo. C. Brown & Co.

ASH	4 1/4" No. 2 Common..... 100,000'
10 1/4" Com. & Btr..... 100,000'	QUARTERED WHITE OAK
5 1/4" No. 1 Common..... 50,000'	4 1/4" FAS..... 30,000'
COTTONWOOD	5 1/4" FAS..... 50,000'
4 1/4" No. 1 Common..... 100,000'	6 1/4" FAS..... 25,000'
ELM	4 1/4" No. 1 Common..... 100,000'
8 1/4" Log Run..... 75,000'	5 1/4" No. 1 Common..... 100,000'
10 1/4" Log Run..... 50,000'	6 1/4" No. 1 Common..... 150,000'
12 1/4" Log Run..... 50,000'	PLAIN WHITE OAK
16 1/4" Log Run..... 15,000'	4 1/4" FAS..... 20,000'
PLAIN RED GUM	4 1/4" No. 1 Common..... 100,000'
4 1/4" FAS..... 14,000'	QUARTERED RED OAK
4 1/4" No. 1 Common..... 50,000'	6 1/4" No. 1 Common..... 100,000'
QUARTERED RED GUM	5 1/4" FAS..... 50,000'
8 1/4" Com. & Btr..... 40,000'	4 1/4" No. 1 Common..... 75,000'
QTD. RED GUM, SND.	5 1/4" No. 1 Common..... 75,000'
6 1/4" Com. & Btr..... 100,000'	PLAIN RED OAK
8 1/4" Com. & Btr..... 125,000'	4 1/4" Com. & Btr..... 20,000'
10 1/4" Com. & Btr..... 200,000'	5 1/4" Com. & Btr..... 80,000'
12 1/4" Com. & Btr..... 150,000'	6 1/4" Com. & Btr..... 80,000'
PLAIN SAP GUM	4 1/4" No. 1 Common..... 100,000'
4 1/4" No. 1 Common..... 100,000'	4 1/4" No. 3 Common..... 100,000'
5 1/4" No. 1 Common..... 75,000'	

GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4 1/4" 13 to 17" Box Boards..... 2 cars
4 1/4" 9 to 12 Box Boards..... 2 cars
4 1/4" FAS..... 5 cars
4 1/4" No. 1 Com..... 8 cars
4 1/4" No. 2 Com..... 4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

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MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

QUARTERED RED GUM		8/4" No. 1 Common	16,000'
4/4" FAS	76,000'		
4/4" No. 1 Common	183,000'		
5/4" FAS	36,000'		
5/4" No. 1 Common	42,000'		
6/4" FAS	23,000'		
6/4" No. 1 Common	31,000'		
8/4" C. & B. SND	176,000'		
10/4" C. & B. SND	55,000'		
12/4" C. & B. SND	23,000'		
PLAIN RED GUM			
4/4" FAS	49,000'		
4/4" No. 2 Common	15,000'		
5/4" FAS	16,000'		
5/4" No. 1 Common	36,000'		
6/4" FAS	13,000'		
6/4" No. 1 Common	40,000'		
SAP GUM			
Panel, 18" & up	62,000'		
Box Bds., 13-17"	81,000'		
Box Bds., 9-12"	75,000'		
4/4" FAS, 12" & up	52,000'		
4/4" No. 1 Common	164,000'		
4/4" No. 2 Common	213,000'		
5/4" FAS	14,000'		
5/4" No. 1 Common	60,000'		
6/1" FAS	35,000'		
6/4" No. 1 Common	90,000'		
8/4" FAS	5,000'		
8/4" No. 1 Common	31,000'		
POPLAR			
4/4" FAS	44,000'		
1/4" No. 1 Common	104,000'		
4/4" No. 2 Common	131,000'		

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM		PLAIN RED GUM	
1/4" FAS	4 cars	1/4" FAS	2 cars
5/4" FAS	1 car	4/4" No. 1	4 cars
4/4" No. 1	5 cars	QUARTERED RED GUM	
5/4" No. 1	4 cars	4/4" FAS	1 car
6/1" No. 1	1 car	5/4" FAS	1 car
8/4" No. 1	1 car	6/4" FAS	3 cars
5/4" No. 2	3 cars	8/4" FAS	4 cars
4/4" Box Bds., 13-17"	5 cars	4/1" No. 1	1 car
QTD. RED GUM, SND		5/1" No. 1	2 cars
4/4" FAS	1 car	6/4" No. 1	3 cars
5/4" FAS	1 car	8/4" No. 1	6 cars
6/4" FAS	2 cars	PLAIN RED OAK	
8/4" FAS	2 cars	4/1" FAS	1 car
4/4" No. 1	1 car	4/4" No. 1	1 car
5/4" No. 1	4 cars	4/4" No. 2	2 cars
6/1" No. 1	2 cars	PLAIN WHITE OAK	
8/1" No. 1	5 cars	4/4" No. 1	5 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percv, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM	
4/4" 1s & 2s	5 cars
5/4" 1s & 2s	5 cars
6/4" 1s & 2s	5 cars
Box Bds., 13-17"	4 cars
Box Bds., 9-12"	7 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	2 cars
6/4" No. 1 Common	10 cars
RED GUM	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	3 cars
QUARTERED SAP GUM	
4/4" Com. & Btr.	4 cars
5/4" Com. & Btr.	3 cars
6/4" Com. & Btr.	8 cars
8/4" Com. & Btr.	5 cars

QUARTERED RED GUM	
4/4" Com. & Btr.	3 cars
5/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	2 cars
8/4" Com. & Btr.	7 cars
PLAIN RED OAK	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	5 cars
6/4" Com. & Btr.	2 cars
ELM	
5/4" Log Run	2 cars
6/4" Log Run	8 cars
8/4" Log Run	7 cars
10/4" Log Run	4 cars
POPLAR	
4/4" Sap & Btr.	2 cars
1/4" No. 1 Common	5 cars
1/4" No. 2 Common	4 cars

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK		1/4" No. 1 Common	156,000'
4/4" FAS	29,000'		
1/2" No. 1 Common	35,000'		
3/4" No. 1 Common	30,000'		
1/4" No. 1 Common	420,000'		
QUARTERED RED OAK			
4/4" FAS	31,000'		
4/4" No. 1 Common	123,000'		
PLAIN WHITE OAK			
1/4" No. 1 Common	63,000'		
PLAIN RED OAK			
4/4" No. 1 Common	282,000'		
QUARTERED RED GUM			
4/4" FAS	31,000'		
1/4" 1s & 2s	21,000'		
SAP GUM			
4/4" FAS	38,000'		
4/4" No. 1 Common	175,000'		
4/4" Box Bds., 9-12"	11,000'		
4/4" Box Bds., 13-17"	11,000'		
PANEL			
1/4" 1s & 2s	21,000'		

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK		QUARTERED BLACK GUM	
5/8" No. 1 Common	2 cars	8/1" No. 1 Com. & Btr.	2 cars
4/4" 1s & 2s	2 cars	QUARTERED RED OAK	
4/4" No. 1 Common	5 cars	8/4" No. 2 Com. & Btr.	6,000'
4/4" No. 2 Common	2 cars	PLAIN SAP GUM	
4/4" Com. Strips	2 cars	5/8" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK		5/8" No. 2 Common	2 cars
3/4" 1s & 2s	1 car	4/4" No. 2 Common	1 car
3/4" No. 1 Common	2 cars	6/1-8/1" Dog Boards	2 cars
3/4" No. 2 Common	1 car	QTD. RED GUM, SND	
4/4" No. 1 Common	2 cars	4/4" No. 1 Com. & Btr.	3 cars
4/4" No. 2 Common	2 cars	5/4" No. 1 Com. & Btr.	3 cars
PLAIN WHITE OAK		6/4" No. 1 Com. & Btr.	3 cars
4/4" 1s & 2s	1 car	8/4" No. 1 Com. & Btr.	5 cars
4/4" No. 1 Common	1 car	PLAIN RED GUM	
4/4" No. 2 Common	2 cars	4/4" No. 1 Com. & Btr.	3 cars
MIXED OAK		QUARTERED RED GUM	
3/4" No. 3 Common	1 car	4/4" No. 1 Com. & Btr.	2 cars
4/4" No. 3 Common	4 cars	6/4" No. 1 Com. & Btr.	2 cars
1/4" Sound Wormy	2 cars	8/4" No. 1 Com. & Btr.	2 cars
3/4" Sound Wormy	1 car	CYPRESS	
PLAIN BLACK GUM		4/4" No. 1 Shop	2 cars
3/4" No. 1 Com. & Btr.	1 car	ELM	
4/4" No. 1 Com. & Btr.	2 cars	6/4" No. 2 Common	1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8/4" No. 1 Com., 6 mo.	1 car
4/4" Com. & Btr., 6 mo.	1 car	6/4" Com. & Btr., 4 mo.	1 car
RED GUM		SOFT MAPLE	
5/8" Com. & Btr., 6 mo.	1 car	6/4" Log Run, 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car	RED OAK	
4/4" No. 1 Com., 6 mo.	5 cars	4/4" 1s & 2s, 6 mo.	4 cars
SAP GUM		4/4" No. 1 Com., 6 mo.	5 cars
5/8" 1s & 2s, 4 mo.	4 cars	5/4" Com. & Btr., 4 mo.	1 car
5/8" No. 1 Com., 4 mo.	2 cars	WHITE OAK	
4/4" 1s & 2s, 4 mo.	1 car	4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 4 mo.	2 cars	4/4" No. 1 Com., 6 mo.	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8/4" 1s & 2s, 6 mo.	1 car	4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in Quartered Red Gum

SAP NO DEFECT

Regular Widths and Lengths

4/1" F&S	.....6 mos. dry	87,000'
4/4" No. 1 Common & Selects	.....5 mos. dry	161,000'
5/4" F&S	.....5 mos. dry	35,000'
5/4" No. 1 Common & Selects	.....5 mos. dry	83,000'
6/4" F&S	.....6 mos. dry	48,000'
6/4" No. 1 Common & Selects	.....6 mos. dry	84,000'
8/4" F&S	.....7 mos. dry	63,000'
8/4" No. 1 Common & Selects	.....7 mos. dry	137,000'
10/4" F&S	.....6 mos. dry	33,000'
10/4" No. 1 Common & Selects	.....6 mos. dry	81,000'
12/4" No. 1 Common & Selects	.....8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4/1" Log Run	.....17,000'
8/1" Log Run	.....5,000'
10/1" Log Run	.....11,000'
COTTONWOOD	
4/1" Log Run	.....26,000'
CYPRESS	
4/1" No. 1 Com. & Btr.	.....53,000'
6/1" No. 1 Shop & Btr.	.....90,000'
ELM	
4/3" Log Run	.....10,000'
8/3" Log Run	.....10,000'
RED GUM	
4/4" 1s & 2s	.....12,000'
RED OAK	
4/3" No. 1 Common	.....15,000'
5/4" No. 1 Common	.....11,000'
SAP GUM	
4/4" 1s & 2s	.....40,000'
4/4" No. 1 Common	.....160,000'
4/4" No. 2 Common	.....75,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

PLAIN SAP GUM		4/4" 1s & 2s	.....12,000'
5/4" No. 1 Common	.....15,000'	12/4" Log Run	.....11,000'
4/1" 1s & 2s	.....15,000'		
1/1" No. 1 Common	.....11,000'	ASH	
PLAIN RED GUM		10/4" Com. & Btr.	.....17,000'
4/1" No. 1 Common	.....15,000'	12/4" Com. & Btr.	.....17,000'
5/4" No. 1 Common	.....11,000'	POPLAR	
QUARTERED RED GUM		4/4" Com. & Btr.	.....17,000'
4/4" 1s & 2s	.....12,000'	8/4" Com. & Btr.	.....17,000'
5/4" No. 1 Common	.....15,000'	PLAIN WHITE OAK	
6/1" 1s & 2s	.....15,000'	4/4" Com. & Btr.	.....17,000'
6/4" No. 1 Common	.....11,000'	5/4" Com. & Btr.	.....17,000'
8/1" 1s & 2s	.....15,000'	PLAIN RED OAK	
8/1" No. 1 Common	.....11,000'	4/4" Com. & Btr.	.....17,000'
ELM		QUARTERED WHITE OAK	
10/4" Log Run	.....17,000'	4/4" 1s & 2s	.....12,000'
12/4" Log Run	.....11,000'	4/4" No. 1 Common	.....15,000'

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK		QUARTERED RED GUM	
1/4" No. 1 Common	.....10,000'	5/4" 1s & 2s	.....14,000'
1/4" No. 2 Common	.....50,000'	5/4" No. 1 Common	.....131,000'
5/1" 1s & 2s	.....20,000'	6/4" 1s & 2s	.....27,000'
5/4" No. 1 Common	.....44,000'	6/4" No. 1 Common	.....96,000'
5/4" No. 2 Common	.....21,000'	8/4" 1s & 2s	.....13,000'
6/1" 1s & 2s	.....23,000'	8/4" No. 1 Common	.....22,000'
6/1" No. 1 Common	.....148,000'	PLAIN RED GUM	
6/4" No. 2 Common	.....38,000'	5/8" 1s & 2s	.....14,000'
PLAIN WHITE OAK		1/4" No. 1 Common	.....35,000'
4/1" No. 2 Common	.....60,000'	1" 1s & 2s	.....12,000'
PLAIN RED OAK		5/4" No. 1 Common	.....73,000'
4/4" No. 1 Common	.....250,000'	6/1" No. 1 Common	.....56,000'
4/4" No. 2 Common	.....130,000'	SOFT ELM	
1/1" Sound Wormy	.....50,000'	1" Log Run	.....175,000'

Bellgrade Lumber Co.

PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	.....100,000'
3/4" No. 1 Com. & Btr.	.....100,000'
3/4" No. 2	.....50,000'
4/4" No. 1 Common	.....12" & wider
4/4" No. 2	.....50,000'
5/4" No. 1 Com. & Btr.	.....150,000'
5/4" No. 2	.....50,000'

PLAIN RED GUM	
1/2" No. 1 Com. & Btr.	.....25,000'
3/4" No. 1 Com. & Btr.	.....60,000'
4/4" F&S	.....75,000'
4/4" No. 1 Common	.....200,000'
4/4" No. 2 Common	.....150,000'
8/4" No. 1	.....20,000'

BLACK GUM	
4/4" No. 1 Com. & Btr.	.....13,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	.....250,000'
4/4" No. 2	.....25,000'

5/4" No. 1 C.&B.	.....37,000'
10/4" No. 1 C.&B.	.....25,000'
12/4" No. 1 C.&B.	.....30,000'

QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	.....150,000'
6/4" No. 1 Com. & Btr.	.....60,000'
8/4" No. 1 Com. & Btr.	.....150,000'
10/4" No. 1 Com. & Btr.	.....100,000'
12/4" No. 1 Com. & Btr.	.....100,000'

PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	.....150,000'
3/4" No. 1 Com. & Btr.	.....60,000'
4/4" No. 1 Com. & Btr.	.....250,000'
4/4" No. 2	.....200,000'
4/4" No. 3	.....200,000'

PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	.....100,000'
QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	.....200,000'
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	.....100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison Ark.; Wisner, Ia.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

COTTONWOOD	
4/4" Box Bds., 13" & up	.....30,000'
4/4" Box Bds., 9-12"	.....12,000'
4/4" 1s & 2s	.....20,000'
4/4" No. 1 Common	.....200,000'
4/4" No. 2 Common	.....200,000'
4/4" No. 3 Common	.....10,000'
8/4" Dog Boards	.....70,000'

QUARTERED RED GUM	
6/4" No. 1 Com. & Btr.	.....30,000'
8/4" No. 1 Com. & Btr.	.....40,000'
QTD. RED GUM, S. N. D.	
6/4" No. 1 Com. & Btr.	.....15,000'
6/4" No. 1 Com. & Btr.	.....140,000'
8/4" No. 1 Com. & Btr.	.....40,000'
10/4" No. 1 Com. & Btr.	.....30,000'

PLAIN SAP GUM	
4/4" 1s & 2s	.....30,000'
4/4" No. 1 Common	.....200,000'
4/4" No. 2 Common	.....60,000'
5/4" 1s & 2s	.....100,000'
5/4" No. 1 Common	.....180,000'

HACKBERRY	
4/4" Log Run	.....48,000'

LOCUST	
4/4" Log Run	.....25,000'
QUARTERED WHITE OAK	
4/4" 1s & 2s	.....30,000'
4/4" No. 1 Common	.....45,000'
4/4" No. 2 Common	.....20,000'

QUARTERED RED OAK	
4/4" 1s & 2s	.....8,000'
4/4" No. 1 Common	.....20,000'
PLAIN WHITE OAK	
3/4" 1s & 2s	.....20,000'
3/4" No. 1 Common	.....20,000'
4/4" No. 2 Common	.....20,000'

PLAIN RED OAK	
3/4" 1s & 2s	.....30,000'
3/4" No. 1 Common	.....30,000'
5/8" No. 1 Com. & Btr.	.....17,000'
4/4" No. 1 Common	.....50,000'
4/4" No. 2 Common	.....40,000'
PECAN	
8/4" Log Run	.....57,000'

Mark H. Brown Lumber Co.

"SPECIAL"

ASH

4/4" No. 2 Common	.....3 cars
5/4" No. 1 Common	.....5 cars
5/4" No. 2 Common	.....2 cars
6/4" No. 1 Common	.....3 cars
6/4" No. 2 Common	.....2 cars
8/4" No. 1 Common	.....5 cars
8/4" No. 2 Common	.....2 cars
10/4" No. 1 Common	.....2 cars
12/4" No. 1 Common	.....1 car

ATTRACTIVE PRICES QUOTED UPON REQUEST

Dudley Lumber Company

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH				5/4" No. 2 Common.....	46,000'
4/4" Sel. & Btr., all 8-10'		13,000'		6/4" No. 2 Common.....	18,000'
5/4" Sel. & Btr.....		15,000'		8/4" No. 2 Common.....	12,000'
6/4" Sel. & Btr.....		16,000'		POPLAR	
8/4" Sel. & Btr.....		18,000'	4/4" No. 2 Com. & Btr..		37,000'
8/4" No. 1 Com. & Btr..		30,000'	ELM		
10/4" No. 1 Com. & Btr.		30,000'	8/4" No. 2 Com. & Btr..		7,000'
12/4" No. 1 Com. & Btr		10,000'	10/4" No. 2 Com. & Btr.		5,000'
16/4" No. 1 Com. & Btr.		50,000'	COTTONWOOD		
4/4" No. 1 Common.....		70,000'	4/4" 1s & 2s.....		14,000'
5/4" No. 1 Common.....		28,000'	4/4" No. 1 Common.....		10,000'
6/4" No. 1 Common.....		30,000'	SAP GUM		
8/4" No. 1 Common.....		63,000'	1" No. 1 Common.....		50,000'
10/4" No. 1 Common.....		15,000'	1" No. 2 Common.....		50,000'
12/4" No. 1 Common.....		13,000'	PLAIN OAK		
14/4" No. 1 Common.....		5,000'	1" No. 1 Common.....		60,000'
4/1" No. 2 Common.....		28,000'	1" No. 2 Common.....		60,000'

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH		QUARTERED RED GUM	
6/4" 1s & 2s.....	8,000'	4/4" Com. & Btr.....	6,500'
8/1" 1s & 2s.....	1,000'	5/4" Com. & Btr.....	20,000'
5/4" No. 1 Common.....	23,000'	6/4" Com. & Btr.....	25,000'
8/4" No. 1 Common.....	15,000'	8/4" Com. & Btr.....	52,000'
CYPRESS		8/4" Com. & Btr., S&D	78,000'
1/4" Sel. & Btr.....	23,000'	SAP GUM	
5/4" Sel. & Btr.....	26,000'	7/4" Com. & Btr.....	260,000'
6/4" Sel. & Btr.....	12,000'	6/4" Com. & Btr.....	35,000'
4/4" Shop & Btr.....	35,000'	5/4" No. 2 Common.....	15,000'
ELM		6/4" No. 2 Common.....	16,000'
1/4" Log Run.....	6,000'	PLAIN RED OAK	
6/4" Log Run.....	11,000'	4/4" 1s & 2s.....	35,000'
8/4" Log Run.....	15,000'	5/4" 1s & 2s.....	30,000'
10/4" Log Run.....	13,000'	6/4" 1s & 2s.....	35,000'
12/1" Log Run.....	18,000'	8/1" 1s & 2s.....	46,000'
PLAIN RED GUM		4/4" No. 1 Common.....	90,000'
4/4" Com. & Btr.....	16,000'	7/4" No. 1 Common.....	70,000'
5/4" Com. & Btr.....	70,000'	6/4" No. 1 Common.....	85,000'
6/4" Com. & Btr.....	9,000'	8/4" No. 1 Common.....	75,000'
		1/4" Sound Wormy.....	111,000'

Welsh Lumber Company

SAP GUM		POPLAR	
4/4" No. 1 Com. & Btr..	3 cars	4/4" No. 2 Com. & Btr..	6 cars
6/4" No. 1 Common.....	1 car	8/4" No. 2 Com. & Btr..	5 cars
8/4" No. 1 Com. & Btr..	5 cars	HICKORY	
QUARTERED RED GUM, S&D.		6/4" No. 2 Com. & Btr..	3 cars
4/4" No. 1 Com. & Btr..	1 car	8/4" No. 2 Com. & Btr..	5 cars
8/4" No. 1 Com. & Btr..	4 cars	SOFT MAPLE	
QUARTERED RED GUM		8/4" No. 2 Com. & Btr..	3 car
4/4" No. 1 Com. & Btr..	2 cars	10/4" No. 2 Com. & Btr..	5 car
8/4" No. 1 Com. & Btr..	2 cars	12/4" No. 2 Com. & Btr..	2 car
QUARTERED WHITE OAK		ELM	
4/4" No. 1 Com. & Btr..	2 cars	8/4" No. 2 Com. & Btr..	1 car
QUARTERED RED OAK		10/4" No. 2 Com. & Btr..	4 cars
4/4" No. 1 Com. & Btr..	4 cars	12/4" No. 2 Com. & Btr..	2 cars
ASH		SYCAMORE	
8/4" No. 2 Com. & Btr..	3 cars	4/4" No. 2 Com. & Btr..	3 cars
10/4" No. 2 Com. & Btr.	5 cars	5/4" No. 2 Com. & Btr..	2 cars
12/4" No. 2 Com. & Btr.	7 cars	ANY AMOUNT ANY KIND ANY TIME	

S. B. Schwartz & Company

201 Central Bank Building

Mills: Booneville, Miss.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr. 1 car	5/4" No. 1 Common..... 3 cars
5/4" No. 1 Com. & Btr.. 2 cars	6/4" No. 1 Common..... 2 cars
6/4" No. 1 Com. & Btr.. 2 cars	8/4" No. 1 Common..... 3 cars
8/4" No. 1 Com. & Btr.. 3 cars	10/1" No. 1 Common..... 1 car
10/4" No. 1 Com. & Btr. 3 cars	12/1" No. 1 Common..... 1 car
12/4" No. 1 Com. & Btr. 3 cars	4/4" No. 2 Common..... 3 cars
16/4" No. 1 Com. & Btr. 1 car	5/4" No. 2 Common..... 1 car
4/4" No. 1 Common..... 1 car	6/4" No. 2 Common..... 1 car
	8/4" No. 2 Common..... 1 car
	4/4" No. 3 Common..... 6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

QUARTERED WHITE OAK		PLAIN RED AND WHITE OAK	
4/4" FAS.....	183,000'	1/4" C. & B. Sd. Wmy.	133,000'
4/4" No. 1 Common.....	191,000'	4/4" No. 3 Common.....	18,000'
4/4" No. 2 Common.....	33,000'	QUARTERED RED GUM	
6/4" FAS.....	18,000'	4/4" FAS.....	11,000'
6/4" No. 1 Common.....	15,000'	4/4" No. 1 Common.....	26,000'
PLAIN WHITE OAK		8/4" Com. & Btr.....	12,000'
4/4" FAS.....	33,000'	10/4" Com. & Btr.....	17,000'
4/4" No. 1 Common.....	139,000'	PLAIN RED GUM	
5/4" FAS.....	2,500'	4/4" FAS.....	10,000'
5/4" No. 1 Common.....	6,000'	4/4" No. 1 Common.....	48,000'
6/4" No. 1 Common.....	2,000'	PLAIN SAP GUM	
PLAIN RED OAK		4/4" FAS.....	40,000'
4/4" FAS.....	87,000'	4/4" No. 1 Common.....	85,000'
4/4" No. 1 Common.....	138,000'	4/4" No. 2 Common.....	38,000'
4/4" No. 2 Common.....	39,000'	5/8" Log Run.....	82,000'
QUARTERED RED OAK		HICKORY	
4/4" FAS.....	20,000'	4/4" No. 2 Com. & Btr.	28,000'
1/4" No. 1 Common.....	33,000'	6/4" No. 2 Com. & Btr.	45,000'
1/4" No. 2 Common.....	11,000'	10/4" No. 2 Com. & Btr.	10,000'
5/4" Com. & Btr.....	8,500'	ELM	
QTD. RED AND WHITE OAK		4/4" Log Run.....	10,000'
4/4" C. & B. Sd. Wmy.	20,000'	12/4" Log Run.....	4,000'

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4/4" No. 2 Com.....	20,000'	4/4" No. 2 Com.....	250,000'
5/4" No. 1 Com.....	15,000'	5/4" No. 1 Com.....	45,000'
5/4" No. 2 Com.....	30,000'	6/4" FAS.....	11,200'
YELLOW CYPRESS		6/4" No. 1 Com.....	13,500'
4/4" No. 1 Shop.....	150,000'	SOFT MAPLE	
4/4" No. 1 Com.....	300,000'	Spot Worms No Defect	
4/4" No. 2 Com.....	250,000'	6/4" Log Run.....	39,000'
4/4" No. 1 Shop & Btr.	300,000'	8/4" Log Run.....	267,000'
ELM		10/4" Log Run.....	128,000'
6/4" Log Run.....	30,000'	12/4" Log Run.....	98,000'
8/4" Log Run.....	185,000'	QUARTERED WHITE OAK	
8/4" No. 2 Com.....	11,000'	4/4" No. 1 Com.....	100,000'
10/4" Log Run.....	15,000'	4/4" No. 2 Com.....	45,000'
SAP GUM		PLAIN RED OAK	
4/4" No. 1 Com.....	172,000'	4/4" No. 1 Com.....	360,000'
4/4" No. 2 Com.....	176,000'	4/4" No. 2 Com.....	100,000'
8/4" No. 1 Com. & Btr.	175,000'	4/4" Sound Wormy.....	193,000'
QUARTERED RED GUM		5/4" FAS.....	128,000'
8/4" FAS.....	45,000'	5/4" No. 1 Com.....	105,000'
8/1" No. 1 Com.....	80,000'	6/4" FAS.....	22,000'
		6/4" No. 1 Com.....	6,000'

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5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
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5/8 No. 1 Common Poplar.....	90,000
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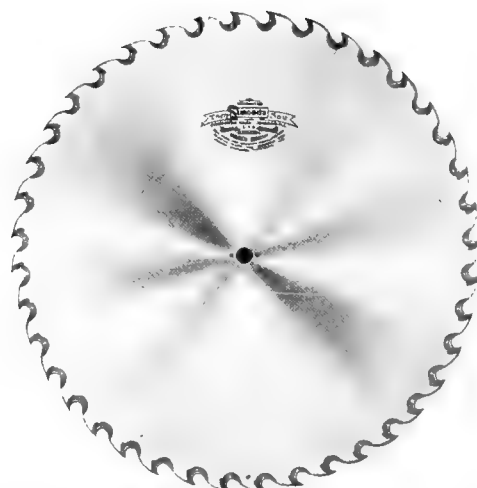
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Hardwood Record

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Telephone : Harrison -8087



Vol. L

CHICAGO, FEBRUARY 25, 1921

No. 9

Review and Outlook

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General Market Conditions

ADMITTEDLY THE CURRENT DEPRESSION is a state of mind. The public stopped buying, and now the public has reached a point where it stands awestruck at its own handiwork. Just as the psychological factor brought the abrupt swing downwards, so it is now necessary to change the country over to give the average man assurance that there is really nothing of which to be afraid, for the average man is wary after his experiences of the past few years, and his confidence will be won back only by gradual processes and assurances that can be made to stick. Being convinced that the resumption of good business is strictly dependent upon improved confidence, **HARDWOOD RECORD** believes that the purpose of this department will be best served by giving specific citations of evidence that the long pull upward has actually begun. This issue, therefore, will be devoted to such opinions and scattered happenings as will bear out our contention.

HARDWOOD RECORD firmly believes that the first tinge of light coming before the new sunrise is beginning to show. Evidences supporting this statement are as yet almost intangible, but reports of improvement and specific instances of more inquiries and more sales are so widespread that they can not be overlooked. This observation of improvement is based on many evidences, including a careful analysis of all printed and verbal statements bearing on conditions; on our own observations and discussions with members of the industry in various parts of the country, and on the reported analyses of market conditions coming from our responsible correspondent in all the big lumber centers of the country.

As the purpose of this market report is to give as many specific facts as possible supporting our contention that evidences of slightly improved business are now so general as to prove their bona fide character, it is our conception that an assembling of statements coming from those correspondents will be of exceptional value. We take pleasure, therefore, in giving these reports just as they have come to us. It must be borne in mind that our correspondents are all carefully picked for their experience and contact with lumbermen and the only instructions they have are to report conditions just as truthfully as it is possible for them to get them. The significance of these statements is that the returning evidence of slight optimism has been simultaneous from all parts of the country.

Boston is the first market coming to our attention, which states that the trade is a little better than it was and a better feeling prevails on the part of some. Continuing, the Boston correspondent

says: "Of the improved demand noted in this market probably a good third is from the furniture people, as an analysis of daily orders received from a few firms the past fortnight shows."

Indianapolis is even more definite in his statement about returning confidence. We quote from the Indianapolis report as follows:

Slowly, but surely, the demand for hardwood is increasing both in Indianapolis and throughout the central district of Indiana. Dealers and distributors say the number of inquiries that have been received during the past few weeks has led to an increased demand and the continuance of these inquiries leads the trade to believe that when spring opens there will be a good demand. Stocks for the most part are low, dealers failing to buy. The general tendency appears to be to pay more attention to the balancing of the stock than to the quantities on hand. Dealers say the improved transportation situation, together with the increase of supply over demand at the mills, has made it possible to buy when stocks are needed and speculation is not necessary. Industries report an increased number of inquiries for their products and they are increasing slightly the amount of production. The automobile body plants here are expecting to resume operations during the next month, if not on the same scale as formerly, at least nearly so.

From the Evansville district comes the encouraging statement that fewer men are now out of employment than a month or two ago, and that the furniture manufacturers believe things to be looking up, and that the furniture show they will hold in April will be of great benefit. The box factories, too, are doing a little better business. In fact, most of the wood-consuming factories in that territory are running on better time, and while but few are running at full capacity, they are making much better time than they were in December.

From a staff correspondent representing the great southern producing territory, the word is not generally optimistic, but he does make the definite statement that some business is passing and inquiries are becoming rather more general and that is specifically **HARDWOOD RECORD's** contention. One large manufacturer in that territory states that he has seen a definitely improved demand for interior trim and finish and further states that inquiries in general are more extensive in character than heretofore, indicating that some of the larger consuming interests regard the market as strong enough to justify their taking on requirements for some time.

Report from the Columbus market is specific and to the point. Our correspondent's observation of actual conditions in that district can be summed up in the following excerpt from his report:

There is more strength and activity displayed in the hardwood trade in central Ohio territory during the past fortnight. This is shown by a large increase in the number of inquiries which have been received both from retailers and manufacturing concerns. A distinct improvement in the tone is reported and it is believed that the worst of the slump is over. Optimism is taking the place of pessimism and it is thought that the

improvement will be more rapid after the spring building season starts. Retail stocks are rather low and dealers are expected to come into the market soon.

Also, according to the observation of our experienced correspondent in Baltimore, the number of hardwood men there who have begun to feel a turn for the better has undergone a notable increase in the past two weeks. He says: "Quite a number of potential buyers have reached the conclusion that the reaction in prices has proceeded about as far as it will go, and that they can not well go wrong in making provision for some of their raw material needs."

The same word comes from Buffalo, where our correspondent reports a good many inquiries received for various kinds of stock showing that the consumers are looking for improved business conditions even if they are not willing to commit themselves for purchasing at present. Better reports, too, are heard from the furniture trade there than for some time past.

The following quotation covering the Louisville situation is equally pertinent:

There has been an increased inquiry from the retailers for hardwoods for interior trim and hardwood flooring, and it is beginning to look as if there will be a fair volume of building demand. A good deal of commercial work is starting, or in prospect, and residence work is looking more promising as a result of lower and steadier markets, and the fact that better arrangements for financing home building are to be had. Railroad car builders are taking more material, as most of the car plants have very fair orders.

The optimism of the northern markets is well typified by our Milwaukee correspondent, who covers the lake state region above Chicago, and who by virtue of a broad organization, is constantly in touch with all new developments:

While the process of readjustment continues slow and tangible evidence of improvement in business is rather halting in development, nevertheless conditions in the local hardwood market are regarded as being more and more encouraging. The furniture trade is again becoming a factor in the market, and although the volume of purchases remains limited, the situation is growing better steadily, and much is expected in the way of a revival of demand from this source within the coming four to six weeks.

From the above citations it is clearly evident that unbiased observers are capable of noting a definitely strengthened tone. It is not the intention in any sense of our correspondents, nor this department, to indicate a big improvement, for such does not exist. In fact, it is quite likely that prices in some items will reach new levels in spite of present indications of gradually renewing strength. That revival, though, will continue to show a steady measure of acceleration which in due time will overbalance the tendency to pull prices further downward. It is, in fact, our specific intention that the best factor of returning business will be stabilization. Indeed, business men are considering the early evidences of a new era as fortunate, inasmuch as it indicates a very gradual process of adjustment which is very essential to a permanent fixing of new levels.

HARDWOOD RECORD adheres as strongly as ever to its belief that the depression will ultimately wear itself out, and that the worst has passed. There are accumulating reasons for confidence in basic conditions, but because of the very magnitude of the readjustments essential to a permanent improvement, the pull upwards must be slow at first. Confidence above all other things is required. Confidence on the part of manufacturers and distributors that will enable them to govern their selling activities with due regard for

the future, and gradually growing confidence on the part of the public which will bring them increasingly in the market.

It is significant that statistics prove a rapid liquidation of retail stocks in all commodities since October, the liquidation continuing practically up to the present. Based on one hundred per cent as representing stocks on hand June, 1920, it is shown that at the end of December they were approximately eighty-five per cent of June inventories. Price reductions of January materially increased this stock reduction, and it is probable that this tendency has continued through the present month. This means stocks in commodities handled in everyday business to the consuming public, and further means that with stocks so radically reduced, a sprinkling of replacement orders must soon make their appearance. A real beginning is all that is necessary to bring trade back on the clearly blazed trail to the return to prosperity. That beginning has, according to the best evidence HARDWOOD RECORD is capable of showing, actually been launched.

Government Operation Must Be Opposed

IN THE INTEREST of the continuation of what freedom from governmental meddling it still enjoys, it is up to the lumber industry to join with the other commercial and industrial interests of the country in opposing the passage of the Federal Live Stock Bill and the Federal Coal Bill.

These bills not only purpose to impress upon the live stock and coal industries, respectively, a degree of governmental regulations that amounts to substitution of government for private operation, and goes far beyond any former attempt at governmental regulation, but they threaten the ultimate nationalization of every large industry in the country, having the slightest aspect of public utility. If these bills are permitted to pass into the status of law a precedent will be established against private operation of industry which it would be most difficult to overcome. If America is to continue to pursue its present march of greatness the freedom of American enterprise must be protected against the withering effect of socialistic control. Such control must be opposed with uncompromising vigor at every point of attack.

HARDWOOD RECORD is gratified to find that the National Wholesale Lumber Dealers' Association is co-operating with the Chamber of Commerce of the United States in arousing American business against these two measures. The association's request that you wire and write to your senators and congressmen, asking them to oppose the bills, should be promptly acted upon.

The Federal Live Stock Bill and the Federal Coal Bill originated in the Senate, and since the former bill went to the House Committee on Agriculture the House committee has voted to strike out all after the enacting clause and substitute provisions which are more moderate in character. However, the necessity for opposing these measures is not lessened, for if the House passes the bill in its more moderate form, it will then have to go to conference and the Senate's radical provisions may be restored. As the Chamber of Commerce of the United States points out, "It is still of the utmost importance that the individual members of the Senate and House be advised of the sentiment of the country in respect to the principles of government control in the coal and packers' bills."

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Palmer Attacks Southern Pine Interests

Demands Injunction Similar to That Asked Against Hardwood Manufacturers; Charges Pine Men with Conspiracy to Curtail Output and Enhance Prices

(Special Dispatch from Washington Staff Correspondent)

Attorney-General Palmer has ordered suit to be brought in the Federal District Court at St. Louis against the Southern Pine Association, about 50 of its principal member companies and 70 individuals, on the ground that they have entered into a conspiracy to curtail the production and increase the price of yellow pine lumber in violation of the Sherman anti-trust law.

The government's brief, which will be filed in St. Louis by the U. S. district attorney there on Feb. 23 or 24, according to officials of the Department of Justice, names among the defendants The Long-Bell Lumber Co., Edward Hines Lumber Co., W. R. Pickering Lumber Co., Central Coal & Coke Co., Missouri Lumber & Land Exchange, Kirby Lumber Co., Great Southern Lumber Co., Jordan River Lumber Co., W. T. Smith Lumber Co., Southern Pine Lumber Co., Weaver Bros. Lumber Co., Central Lumber Co., Enterprise Lumber Co., Thompson Bros. Lumber Co., Lumber Review Co., Lumber Trade Journal, The American Lumberman and the Baird Publishing Co.

Individuals Named

Among the individuals named are Charles L. Keith, president Central Coal & Coke Co.; R. A. Long, president Long-Bell Co.; Edward Hines of the Hines Lumber Co.; R. B. Bearden of the Frost-Johnson Lumber Co.; C. J. Mansfield, president Arkansas Soft Pine Bureau; C. E. McDaniel, statistician, Arkansas Soft Pine Bureau; Allen E. Davis, statistician, Kansas City Exchange; E. P. Mallam, secretary, Alabama Statistical Bureau, and about 60 other prominent lumbermen.

The proceedings will have as their aim the securing of a temporary injunction which would restrain the defendants from further participation in what the government alleges to be a conspiracy for curtailing the production of southern pine lumber in Arkansas, Oklahoma, Texas, Louisiana, Mississippi and Alabama, and agreements to control prices.

The brief declares that approximately 70 per cent of the entire output of yellow pine lumber in the United States has been produced in Missouri, Arkansas, Oklahoma, Texas, Louisiana, Mississippi and Alabama. "Over 50 per cent of such lumber produced in this group of states has been produced, sold to persons in other states, and shipped to them by persons and corporations who were members of the defendant Southern Pine Association," the brief says. "This association is also affiliated with and supervises so-called 'statistical exchanges' situated in Kansas City, Mo., Alexandria, La., Hattiesburg, Miss., Little Rock, Ark., and Birmingham, Ala., which comprise in their membership many other persons and corporations engaged in such business.

Uniform Curtailment Charged

The government alleges that for many years prior to 1914 the defendants sought to bring about uniform curtailment of production and enhancement of prices of yellow pine lumber on the part of all producers thereof. "Agreements to make such curtailment were entered into by the defendants and others," the government alleges, and says: "Vigorous efforts were exerted by them through propaganda and other means to secure the greatest possible adherence to such curtailment plan; to further such a plan there was published and distributed a speech by defendant R. A. Long, president of the association, delivered at its meeting in January, 1905, to the effect

that through the curtailment already accomplished and the resultant increase in prices promulgated through the association 'prices current,' the members had secured an additional profit of about \$6,300,000."

Copies of the Weekly "Trade Barometer" for the week ended Feb. 4, 1921, and the monthly "Trade Barometer" for December, 1920, are to be exhibited as evidence tending to show comparisons of current production and orders and shipments.

The brief alleges that the defendants agreed with one another in co-ordinating and enhancing prices, stating that in the spring of 1919 the defendants caused W. M. Beebe, chairman of the Southern Pine Association's sub-committee on competitive woods, personally to persuade the principal manufacturers of Douglas fir lumber to make substantial increases in their prices, which were so far below prices then prevailing for yellow pine lumber as to threaten the defendants' power to maintain such prices.

Want Statistical Work Stopped

The brief asks that the court stop the defendants from publishing or distributing any further issues of trade barometers, "Reports of Operating Time" or "Monthly Stock" statements, or any other charts, diagrams or reports concerning the amount of such lumber produced or to be produced; not to hold any further meetings of the association or of the "Statistical Exchanges," and that the court find the defendants to have engaged in a combination and conspiracy to increase the prices of yellow pine lumber.

Commenting on the attack just made by Attorney-General Palmer on the Southern Pine Association, Gen. L. C. Boyle of Washington, D. C., declares that it is "beyond human understanding why the government should have indulged in this activity," in view of the similar case against the American Hardwood Manufacturers' Association now pending in the Supreme Court of the United States. General Boyle is chief of counsel, defending the hardwood manufacturers. In full, his statement is:

General Boyle's Opinion

"The injunction suit filed by the Department of Justice against the Southern Pine Association and a large number of individual operators is along parallel lines with the case now pending in the Supreme Court against the hardwood manufacturers, which latter case will in all probability be decided next Monday, and if not then, shortly thereafter. The decision in the hardwood case will definitely settle every legal phase of the legal questions raised in the Southern Pine case. It is therefore inconceivable why the department should have filed this present suit when the whole problem of the legality of co-operation will be shortly determined. Comment should be made on the fact that it is conceded by architects, contractors and builders that lumber is now selling at bed-rock and by bringing this suit the government throws a wrench in the wheels of progress, because the public will be led to believe that lumber prices are too high and, therefore, building will be discouraged, whereas it is recognized by everyone that lumber is selling below cost. So well is this recognized that the city of Chicago is now permitting lumber to be used for building purposes in zones heretofore restricted on account of fire regulations, and is doing this because of the low price of lumber material. It is beyond human understanding why the government should have indulged in this activity."

(Signed) L. C. Boyle.

Lignum-Vitae Imports Increase

By Samuel J. Record

The value of the lignum vitae imports into the United States for the past twenty years is \$2,640,669. During the fiscal year ending June 30, 1919, the imports of this wood amounted to 3,270 M feet valued at \$308,512. This represented an increase of \$136,668 over the imports of the previous year and \$85,781 over that of the fiscal year ending June 30, 1917.

Lignum-vitae finds its largest demand in the shipbuilding industry where it is used for lining stern tubes. The propeller shaft of every steamship revolves in bearings made of this wood. For this purpose no satisfactory substitute has ever been found. This accounts for the rise in imports during the war and the decided reduction following the signing of the Armistice. During the last quarter of 1918, about \$108,000 worth of the wood came in. In the first three quarters of 1919 the values were \$86,500, \$36,000 and \$36,250, respectively.

The true lignum-vitae (*Guaiacum* spp.) is native only to the Western Tropics. The best grade of wood comes from the West Indies, but there are also large supplies in Central America and Mexico, and some along the northern coast of Colombia and Venezuela. The supply seems adequate to meet the needs of the trade for an indefinite period. The easily accessible timber is gone but there is plenty in the interior if the dealers are willing to pay the increased cost of getting it out.

The name lignum-vitae means "wood of life," a title bestowed upon it because of its alleged curative powers. One may today find some of the resin on apothecaries' shelves waiting to fill an occasional prescription for gout or rheumatism but gone is its glory of earlier days, three or four centuries ago, when it was hailed as a panacea of all man's ills and commanded as much as seven gold crowns a pound.

The early Spanish explorers were looking for miraculous things. When Gonsalvo Ferrand returned to Spain after a visit to the West Indies some 400 years ago he carried back a few short logs of a squatty thick-boled tree the natives called "guayacan" and to which they ascribed great medicinal value. The medical fraternity hailed it as a boon to mankind and cures were soon reported for such serious diseases as lues venerea, leprosy, scrofula, palsy, epilepsy, gout, chronic rheumatism and everything else that had baffled the doctor's skill. It maintained its reputation somehow for upward of 200 years, one of the most notable instances of faith-healing on record. Certain proprietary medicines use it as ingredient today, but otherwise it is medicinally obsolete.

Lignum-vitae is a peculiar wood and possesses few of the properties which make ordinary woods serviceable. In the first place the tree is short and squatty, often with a trunk only a few feet long. Many of the logs are cut from the thick, heavy limbs. The wood is extremely dense and even when dry is upward of a third heavier than water. The fibers weave back and forth in a way to produce a veritable woven wood of extreme toughness. The heart-wood is completely infiltrated with a resinous material rather pleasantly scented that gives a waxy feel to the wood.

It is to this resin content that the wood holds its high rank in the timber markets of the world. Herein lies the secret of its success as propeller shaft bearings under water, for this resin serves to protect the wood from the softening effect of the water and acts as a natural lubricant to the revolving shaft. Its density enables it to withstand enormous loads; the interwoven fiber keeps it from splitting and brooming under impact; the infiltrated lubricant prevents friction and eliminates the danger of an overheated bearing in a position where other lubricants cannot be applied. The normal life of such a bearing is said to be about 10 years.

The manufacture of stern bearings calls for the highest quality of logs and these have been commanding a price of from 12 to 18

cents, mostly 14 to 16 cents, a pound. At 15 cents a pound a cubic foot of lignum-vitae is worth about \$12. In some instances it has been sold for as much as 25 cents a pound or about \$20 per cubic foot.

Stern bearings provide the most important use for lignum-vitae but is by no means the only one. Formerly it was in great demand for bowling balls but now only about one ball in ten is made of wood. The value of the lignum-vitae block from which a "regulation" ball is cut is about \$2.50 and the manufacture requires much skill and painstaking effort.

A large quantity of low grade logs, known as "cutting up" wood, are consumed in the manufacture of rollers for furniture casters. Small round sticks make excellent mallets and fill a large demand, especially in England. Another important use is for sheaves of pulleys, and they have been known to last in constant use for 70 years. Wooden sheaves are never used with steel cable or wire rope. Another nautical application is for "Dead-eyes," a small flattish block with a grooved rim to fit in the bight of a rope or encircled by an iron band, pierced with three holes to receive a lanyard, and used to extend the shrouds and stays.

Among the miscellaneous uses may be mentioned stencil and chisel blocks, watch-maker's blocks, mortars and pestles, dowels, golf-club heads, wooden cogs, water wheels, and block guides for band saws. In building the Panama Canal, the true lignum-vitae made the most serviceable railroad cross-tie that could be obtained. If not spiked to death, such a tie will last 30 years under the most trying conditions.



Weighing Lignum-vitae Logs in the West Indies for Shipment to the United States



Loading Lignum-vitae Logs on Cai for Running to Pier for Shipment to the United States from Haiti

Between 150 and 200 tons of genuine lignum-vitae are used every year in New York for fuel in grate fires. The very dense nature of the wood together with the heavy resin content produces a fuel with intense glowing heat and of good lasting qualities. This provides one outlet for the defective and crooked logs which are to be found in every shipment. The selling price per ton, delivered to residences, is about \$25 a ton.

SUBSTITUTES FOR LIGNUM-VITAE

No acceptable substitute has ever been found for lignum-vitae for stern bearings and certain other exacting uses. The 'mancano' of the Philippines was urged for this purpose but did not find favor. The 'varnish-tree' of India has been suggested by various writers but is apparently unsuited. A New York dealer informs the writer that he has been offered 100 tons of 'African lignum-vitae,' but the nature of this wood and the species of tree producing it are unknown.

During the war when the demands of the ship-building industry were especially heavy and genuine lignum-vitae stocks were short on account of limited shipping facilities, an inferior substitute, known as 'Panama lignum-vitae' or 'yellow guayacan' was used by the Emergency Fleet Corporation. This came about largely through confusion of names. The Panama wood in question is locally known as 'guayacan,' a name also applied to the genuine wood, although the two are of entirely different families of trees and are wholly unlike in structure and properties. Yellow guayacan (*Tabebuia* sp.) seems to be lacking in the essential properties of genuine lignum-vitae and is probably no better suited for stern bearings than our native beech which was formerly used in a small way.

Regarding the use of yellow guayacan, the Bureau of Construction and Repair of the U. S. Navy Department advises the writer in a letter dated March 29, 1919, that it "made one purchase of *Tabebuia* with the expectation that this material would be suitable for the same uses for which the genuine lignum-vitae is required. Tests have proven that this material has sufficient strength and hardness but is lacking in oil content which prohibits its use for stern tube bearings which require wood of self-lubricating properties."

The writer was recently informed by a person familiar with the timbers of Central America that at least 40 different kinds of woods are locally called 'guayacan.' The experience with the Panama wood shows the danger lurking in that name and emphasizes the need for discrimination on the part of users and buyers of lignum-vitae if they would avoid being imposed on, whether intentionally or otherwise.



An Unusually Tall and Straight Specimen of Haitian Lignum-vitae, a Species Less Prized Than the Cuban

Investigating Borneo Woods

A big company of London capitalists has begun the exploitation of the forests of British North Borneo, and it is quite likely that efforts will be made to market some of the lumber in this country, though the principal market, of course, is in the Far East. There are a great many species in the forest, but not more than ten kinds of lumber will be offered. Seven of these ten are of the dipterocarp family, from which the Philippine lauans and tanguile, the so-called Philippine mahoganies, are derived. The Borneo name of red lauan is seriah, of tanguile is oba sulu, and of apitong is kruin. Another wood found in quantity is the billian or Borneo ironwood, a material akin to the greenheart and used for the same purposes.



Pile of Lignum-vitae in Haiti, Originally Intended for German Navy but Later Confiscated and Sold by Haitian Government

Central Forestry Conference Formed

Movement to Co-ordinate Forestry Programs of Middle West with Snell Bill Launched in Chicago

The co-operation of the middle western states with the Federal forestry program, as expressed in the Snell bill, will result, it is believed, from the formation of the Central States Forestry Conference in Chicago on the afternoon of February 24, at the Union League Club. This is the first interstate organization to be effected to work for the co-ordination of the state and Federal forestry programs, and is looked upon as a most important step toward securing the successful functioning of the Snell bill should its advocates succeed in having it enacted into law and established as the National forestry policy.

The organization was definitely launched through a resolution of D. W. Hall of the Hall-Kellogg Company, Chicago, which stated:

First: That the co-ordinated means of forest conservation and reforestation should be adopted by the states represented;

Second: That the Central States Forestry Conference should be organized to be composed of the delegates from the respective states, which conference should immediately elect temporary officers to consist of a president, vice-president, secretary and four others with whom the officers will act as a temporary executive committee, and that the permanent officers shall consist of a president, vice-president from each state, a secretary and an executive committee and such additional officers as the permanent organization might find necessary;

Third: That permanent representation to the conference should include a state officer of each state or other state forestry official and five other persons to be appointed by the respective governors;

Fourth: That the representatives of the several states present at the organization meeting immediately appoint a committee of five from each state to draft a statement covering the need of action in forestry conservation and reforestation and stating the plan of the conference, this draft to be presented to the respective governors with the request for the appointment of delegates to the conferences in accordance with the provision for delegates;

Fifth: That a meeting for permanent organization be held at the Union League Club of Chicago at the call of the temporary executive committee after the delegates from at least five states have been appointed.

The officers for the temporary organization were named by C. H. Worcester of the C. H. Worcester Company, Not Inc., Chicago, as follows:

D. L. Goodwillie, Chicago, president; E. E. Parsonage, Moline, Ill., president of the Association of Wood-Using Industries, vice-president; D. W. Hall, Chicago, temporary secretary.

Additional members of temporary committee: Dr. Herman Von Schrenk, St. Louis, Henry C. Campbell, editor Milwaukee State Journal, Milwaukee; Elmer C. Hole, Chicago, Calvin Fentress, Chicago.

This action was precipitated by the noon-day meeting at the Union League Club, which meeting was presided over by D. L. Goodwillie, Chicago, chairman of the forestry committee of the Union League Club. The phase of the forestry program receiving greatest support from those attending this conference is contained in the twelve points made by R. S. Kellogg of New York and referred to elsewhere in this article. While no formal action was taken in regard to the fabrication or adoption of any such policy, the reception Mr. Kellogg's points received evidenced a general and sustained sympathy with those theories and with the Snell bill which in reality incorporates them into legislation.

The North Central States Forestry Conference was formed at a meeting of the representatives of the governors of seven Middle Western states, with Col. W. B. Greeley, chief forester; R. S. Kellogg, chairman of the National Forestry Program Committee, and

the members of the forestry committee of the Union League Club. The states represented were Wisconsin, Indiana, Ohio, Michigan, Iowa and Illinois.

It is the purpose of the conference to organize and put under way substantial programs of forestry in each state, along lines which will make the state policy conform to the Federal forestry program now being worked out. This purpose is predicated upon the assumption that the National program, or act of Congress, will follow the principles of the Snell Bill, the basic feature of which is co-operation with the states, rather than strict Federal control of forestry. Ohio already has legislation before its legislature, and Wisconsin is in the midst of an active campaign for a thoroughly well defined policy. Wisconsin has already advanced to the point of preliminary steps for a state conference in March to put into effect the recommendations of the interstate conference organized at Chicago.

The representatives of the states participating in the conference were in the main either state foresters or conservation commissioners. The following are among the state foresters who were present: C. L. Harrington, Wisconsin; C. C. Deam, Indiana; Edmund Seerest, Ohio; Marcus Shasf, Michigan; R. B. Miller, Illinois. L. H. Pammell, conservation commissioner, represented Iowa.

Kellogg's Recommendations

Recommendations for an adequate and effective state forest policy were laid before the conference by Mr. Kellogg, whose organization is backing the Snell Bill. These recommendations consist of the following twelve items, which items embody the principle state-private interest-Federal-control co-operation contained in the Snell Bill:

1. That all soil shall be made productive of the crop to which it is best adapted or for which there is the greatest public need.
2. That while agriculture and forestry are based upon soil production, the methods necessary in forestry and the time involved are so different from those of agriculture that forestry demands an entirely different form of administration.
3. That state forest policies shall be initiated and carried out in co-operation with the national government and with private owners wherever and to the fullest extent possible.
4. That state forest legislation shall establish general principles and procedure only and vest in a properly constituted and non-political body, acting through technically qualified representatives, the responsibility for the fixing of regulations and enforcing them.
5. That the paramount and immediate consideration in any forest policy is the creation and maintenance of effective means for the prevention and control of fire on all forest lands of whatever ownership, and that every owner of land shall be required to conduct operations thereon in such a manner as to avoid creating a fire menace to adjacent property.
6. That forest surveys, land classifications, forest research and forest education shall be provided for.
7. That there shall be such changes and adjustments in prevailing systems of taxation as will enable all forest lands to be equitably taxed thereunder, yet will not discourage the holding of private forest land for future crops without impairing local revenues.
8. That the state, upon request, shall assist the private owner of forest lands to make them continuously productive through the preparation of working plans, supplying of planting material and supervision of silvicultural operations free of charge or at cost.
9. That the state be empowered to take over at a fair valuation and administer as part of the system of public forests any land which, after competent examination, is classified as suitable only for timber growth, in case the owner refuses to avail himself of the opportunities and assistance provided by the public to encourage forestry upon private lands.
10. That the acquisition of forest land by the state is essential to a sound forest policy.
11. That all state-owned forests shall be utilized for continuous production, both for direct returns in forest products and indirect returns in soil protection, game and recreation.
12. That all state-owned forest property shall be capitalized upon the

records of the administrative body so that all expenses in connection with the development thereof and returns therefrom may be accounted for on a business basis to the people of the state who furnish the funds for the undertaking and enjoy its results.

Chief Forester Addresses Conference

Inasmuch as the Snell Bill formulates the policy of the United States Forest Service, Colonel Greeley participated in the afternoon meeting, which resulted in the formation of the interstate forestry conference. Following the formation of the conference, he formally addressed the Union League Club in the evening.

The chief forester declared that the housing problem is only one of the problems resulting from the decreasing national timber supply. "The United States has reached the turning point in its forest resources," he said. "Either we must quit using wood as our social and industrial development demands, or we must find a way to grow wood upon our millions of acres of idle land. The problem is a challenge to our American common sense, to our capacity for co-operation, and our ability to adapt old conceptions of private and public interest to present-day needs of national efficiency."

Proceeding with a general discussion of the country's forestry problems and the means of solving them, Colonel Greeley concluded with the declaration that "a nation-wide campaign to put out the forest fire is the first and most urgent need, but not all. What we need is the production of timber."

The following other illuminating remarks were made by Colonel Greeley:

During the past two years the normal use of lumber in our rural districts dropped off from 20 to 50 per cent. What will be the effect upon rural America, upon the efficiency of our great basic industry, agriculture, upon the effort to get people back to the land, if this restriction upon farm improvements becomes permanent because lumber is not to be had in adequate quantities?

It is fruitless to decry the generous use of our forests. It has been a part of the growth and commercial supremacy of the United States. We like to refer to hard work and steady production, as the lasting cure for

economic ill. Production from land is just as important as production by human labor.

This is peculiarly a national problem. Consider the beehive of manufacturers of wooden products within a radius of 200 miles from Chicago. They would have to shut down in a few weeks if their supply of lumber were shut off.

The every-day incentives of business and self-interest will accomplish much in reforestation as in other economic movements. We should give every reasonable encouragement to the land owner to grow timber on his own account. But more is needed. The vast public interests at stake can not, as I view the problem, be left to the turn of profit or loss for each individual land owner. We must extend the public forests.

Tax Adjustment Indispensable

The public must recognize that the present methods of taxing young forests in many regions are equivalent to taxing farm crops twice a week during the growing season. With the fire hazard reduced, and the taxes adjusted to a crop requiring 40 or 50 seasons to mature, the public may rightfully insist that the owner of land adapted to timber growing shall keep his land steadily at work.

It would seem questionable to discard our many state foresters and conservation commissioners with the technical organizations which they have built up. Rather than sweep them aside it would appear to be the wiser and more expedient course to build these state agencies right into a general plan which will accomplish the end sought. It is my judgment that the national government will make the most headway if it chooses the path of co-operation, rather than the road of direct authority.

The conference in Chicago was the result of the recognition by the Union League Club of the need for forest protection, if the wood-using industries of the Middle West are to survive, and Chicago continue to be the greatest lumber market of the world.

While in Chicago Colonel Greeley also addressed the Chamber of Commerce. This address was delivered at a luncheon Feb. 23.

In addition to his Chicago addresses Colonel Greeley spoke in Milwaukee on the evening of Feb. 23.

Mr. Kellogg spoke at the evening meeting of the Union League Club. He was accompanied to Chicago by Warren B. Bullock of New York City, the secretary of the National Forestry Program Committee, who handled the publicity of the Chicago and Milwaukee meetings.

Rate Conference Comes After March 4

The conference between officials of the Southern Hardwood Traffic Association and the representatives of the principal railroads in the hardwood producing area, which will have for its purpose discussion of readjustment of rates on low-grade forest products so that these may move to market in normal volume, will not be held until after March 4, 1921, according to announcement made today by J. H. Townshend, secretary-manager of the organization which is the moving spirit in bringing about such a readjustment. No date has been set even after March 4, but it is reliably understood that it will be held as soon after that time as possible. The association makes its calculations very intelligently and very carefully, and it may be stated that it has good reasons for deferring this movement for correcting the tense situation which has developed, so far as the lower grades of hardwood lumber are concerned.

The association is keenly interested in the effort the carriers are making, through the executive committee of the American Railway Association, to secure abrogation of the "national agreements" as a step in the direction of bringing about more efficient service on the part of those railway employees who are working under these agreements. The association, as disclosed through the recent address of J. H. Townshend, chairman of the traffic committee of the Lumbermen's Club of Memphis, is very much in favor of assisting the carriers in their efforts to adjust the wage controversy now pending before the railway labor board.

Further proof of this attitude is found in the following telegram forwarded over the signature of S. M. Nickey, president, to Judge R. M. Barton of Memphis, chairman of the labor board at Chicago:

The Southern Hardwood Traffic Association, representing over 500 shippers of forest products, whose annual shipments ordinarily amount to over 500,000 cars, hereby supports application of the carriers for termination of the "national" agreements and other wartime working arrangements still governing railroad operation. It is our view that such termina-

tion is in the interest not only of economical and efficient operation of the roads required by the Transportation Act, but is the essential first step toward reducing operating expenses to a more normal level. We further feel that justice to the great body of labor and employers in outside industries demands that this step should be taken with the least possible delay. We are not urging this course in violation of the unquestionable right of labor representatives to be heard, but in our opinion the necessity for prompt action is so great that we trust the labor board will use all proper measures to render a prompt decision.

Want Wage Question Answered

The association fully appreciates the difficulty in which the carriers are placed by the operation of the national agreements and other war-time measures affecting railway employees, and it likewise appreciates the fact that settlement of the present wage controversy on a basis satisfactory to the carriers will be an important step in the direction of furnishing relief from the prohibitive rates which now apply on low grade forest products, as well as on other commodities in which the lumber shippers of the hardwood territory are particularly interested. Desire to see the way for such readjustment of rates "smoothed" by settlement of the wage question is doubtless one of the reasons the association is not arranging for the conference at an earlier date.

In the meantime, it is noteworthy that there is almost no movement of low grade hardwood lumber to market. Part of this falling off in such movement is due to the dullness of demand for hardwood lumber in general, incident to the industrial depression in all parts of the United States, as well as in Europe and South America, but it is conceded by members of the trade here that the biggest factor in the restriction of the movement of the lower grades is the prohibitive tariff which has been saddled on these and the destruction of all the rate relationships, as between the producing and consuming territories, brought about by the unscientific manner in which

(Continued on page 26)

News from the National Capital

General L. C. Boyle, counsel for the National Lumber Manufacturers' Association and the American Hardwood Manufacturers' Association, again appeared before the Ways and Means Committee on Feb. 4, and made a brief statement to the effect that the National association is not taking any position regarding the tariff on lumber. The free list was under consideration, and E. B. Hill of Pittsburgh, on behalf of the National Retail Lumber Dealers' Association, said that the association is against any tariff on lumber.

Mr. Hill told the committee that the retail lumber dealers are trying to create a building boom, and they feel, he said, that if a tariff is placed on lumber it will retard this program. Upon being questioned by Chairman Fordney, Mr. Hill stated that the retail price of lumber is about 40 per cent less than it was six months ago. Chairman Fordney stated that in his home town no such reduction had taken place. Mr. Hill said that the retail lumber dealers estimate there is a shortage of 1,250,000 homes in the United States, and he said further that the amount of revenue collected on imported lumber, which might jeopardize the home building movement, would be very small.

Donald D. Conn, assistant to the vice-president of the Shevlin, Carpenter & Clarke Company of Minneapolis, requested that lumber be allowed to remain on the free list.

Mr. Conn said that he did not believe that a tariff is needed for protection of lumber, because the cost of production on lumber in Canada is higher than in the United States. He said that Southern pine displaced Western woods in the Canadian local markets. He told the committee that the United States competes with Canada successfully in foreign markets, and, therefore, that it can do so in home markets.

E. B. Chinn of the Loggers' Information Association of Seattle said that it has been suggested occasionally that it might be no bad policy for this country to allow the foreign logs to come in as long as they may, because this would tend to conserve the American forests. It would do nothing of the kind, he declared.

"The milling interests of the state of Washington, who are the purchasers of loggers' products, are applying for a tariff against lumber manufactured in Canada, and my association believes that the logger should have protection against the Canadian logger if the American lumberman is to have protection against the Canadian lumberman," he said.

"While a mere anti-dumping act would not be sufficient protection against the Canadian product, it is proper to notice that the Canadian Parliament, by an act adopted in 1907, has protected the Canadian provinces against dumping into Canada by foreign countries," he concluded.

* * *

The American Wholesale Lumber Association in a brief filed with the Interstate Commerce Commission, submits that the proposed cancellation of water competitive rates on lumber in Eastern Trunk territory and the increase asked by the carriers are unreasonable.

The association declares that the proposed increase is as high or higher than existing rates over routes on which lumber moves in heavy volume to consuming and distributing centers in other territories.

The association further contends that the increase would destroy existing relationships between lumber producing territories and would disarrange the economic structure of the lumber industry in the Eastern water competitive territory. It is asserted that the increase would result in impairment of revenue of the carriers, and that the tendency of water competitive rates to depress other rates is not established, and, even if it were proven, would not be a proper ground for cancellation.

The discrimination in rates between water competitive points and interior points is not unlawful, according to the association, and the existence of fourth section violations, if any exist, is not proper ground for cancellation. The adjustment of tariffs to comply with the Hog Island decision, does not require a cancellation of water competitive rates, the association contends, and in conclusion states:

The reason assigned by the Baltimore & Ohio for the cancellation, to-wit, the fact that the rate through Norfolk is being cancelled, is at best only an admission of the tacit understanding between the carriers to eliminate competition for this traffic by eliminating all existing routes on which water competitive rates apply.

The Georgia-Florida Sawmill Association and the Southern Crate Manufacturers' Association of Jacksonville assert that the water competitive rates have become the normal rates and that water competition has not disappeared. The substitution of the proposed rates would create discrimination and deprive the shippers in Alabama, Florida and Georgia of the benefit of their natural location, the protestants declare. It is said that the carriers failed to show that the present rates are unreasonably low, and it is asserted that the proposed rates are higher than the traffic can bear.

The carriers contend that the rates in question were reduced to meet water competition and state, in a brief filed with the Interstate Commerce Commission, that several of the lumber shippers concede the fact. The carriers declare that they do not desire to continue to meet the water competition and, therefore, seek to restore the reduced rates to a normal basis, which, they assert, is reasonable. The long continuance of lower rates is of no value as evidence where they were instituted to meet the water competition, it is argued.

It is stated that the rate to New York City is not representative of the rate basis to Eastern points, and it is declared that the proposed rates will not create fourth section violations in connection with the Hudson river points. The division of the through rate has no bearing on the reasonableness of the rate itself, according to the carriers. They conclude that commercial considerations are entirely aside from the question of the reasonableness of the freight rate, and that the commission, in several of its recent decisions, has held reasonable the normal rate structure.

* * *

The Treasury Department announced that it has received from the Interstate Commerce Commission the first certificate directing final payment to a carrier, under the guaranty provisions of the Transportation Act. Payment of \$611,700.63 was made to the Norfolk Southern Railway Company and represents the amount certified by the Interstate Commerce Commission as necessary to make good the guaranty to the carriers less the amount of advances previously certified.

Total payments to the carriers to date aggregate \$445,509,045.20.

* * *

Pursuant to President-elect Harding's suggestion, and in response to the efforts of Republican leaders, the Senate on Feb. 19 made marked progress toward eliminating the legislative jam threatening the passage of the big appropriation bills. Three of these bills were passed on that day. Democrats and Republicans alike worked for action and results.

The postoffice bill passed, carrying \$574,307,552. Next came the diplomatic and consular bill, in charge of Senator Henry Cabot Lodge, the Republican leader. The bill carried an appropriation of \$10,404,378. The first deficiency appropriation bill for 1921, carrying \$275,918,878, was also passed. All three bills were passed without a roll call.

What Is Good Kiln Drying?

By Donald R. Brewster *

Specialist in the Kiln Drying of Lumber

(Continued from Feb. 10 Issue)

After considerable experience in inspection work, I have come to the conclusion that all kiln drying operations can be classified into three groups.

The first group I will call the "Foolproof Class." This class seeks refuge from the bother of the kiln drying problem by working out a method which will practically take care of itself with a minimum of attention, small direct expenditure, and low-priced, unskilled labor. Simplicity is the watchword of this class. They look at the drying of lumber as they would look at the drying of the weekly wash on Monday morning in the back yard—an essentially simple operation, not deserving of any particular attention of thought.

This class got along with air-dried lumber as long as they could. When they finally became convinced that kiln drying produced a better product, they installed the kiln which promised to do the work with the least amount of direct expense and attention. The simpler the process, the better it suited them. They wanted their kilns "foolproof"—so simple that any yard hand could operate them, and so nearly automatic that the operation consisted merely of putting lumber into the kiln, turning on the steam and taking the lumber out again. Since this class has always neglected the drying operation and the whole matter of moisture in wood, they have not in many cases realized the large indirect losses which often result from this simple foolproof process and have therefore been fairly well satisfied with the results obtained.

Example of "Foolproofing"

Not long ago, I visited a furniture plant which is a typical example of the foolproof class of kiln operations. The plant was built some 40 years ago on the outskirts of a town which has now grown to be a city for miles beyond. A large yard area was provided for air-seasoning and it has always been the practice of this plant to leave all stock in the yard on sticks for six months to a year before going into the kilns. Progressive kilns were built 25 years ago, sufficient to hold a month's supply of lumber with the plant running at maximum capacity. A limited heating surface was provided sufficient to give a maximum temperature of about 135 degrees in the kilns.

The method of operation at this plant was simplicity itself. The lumber was never more than 2 inches thick, and mostly 1 inch. After being first air-dried at the mill and then air-dried six months or more in the yard, it was always dried down to a uniform moisture content of from 12 to 15 per cent, when it was placed in the kiln. The door was then closed and the heat turned on. With such a low moisture content and such low temperatures, most species of lumber may be kiln dried without much damage, in almost any kind of a hot box or heated building. The stock at this plant was consequently in fairly good condition when taken out at the end of a month or six weeks in the kilns. It was always fully dried and ready for use when needed, since it had been left in the kilns two or three times as long as necessary to accomplish the drying.

I have never visited a plant where the ideal of simplicity and foolproofness of kiln operation was more nearly attained than at this furniture factory. Yard hands loaded and unloaded the kilns; the engineer turned the steam on and off; the shop got the stock when it was needed. No moisture tests were necessary, no casehardening tests, no steaming treatments to relieve casehardening, no high-priced, trained operator. The kilns practically ran themselves and produced results which satisfied the plant.

This system has its advantages, I will admit, yet it also has a very great fault—a fault that is almost universally overlooked by the

advocates of such foolproof kiln drying. That fault is unnecessary cost. Let us take this same plant as an example.

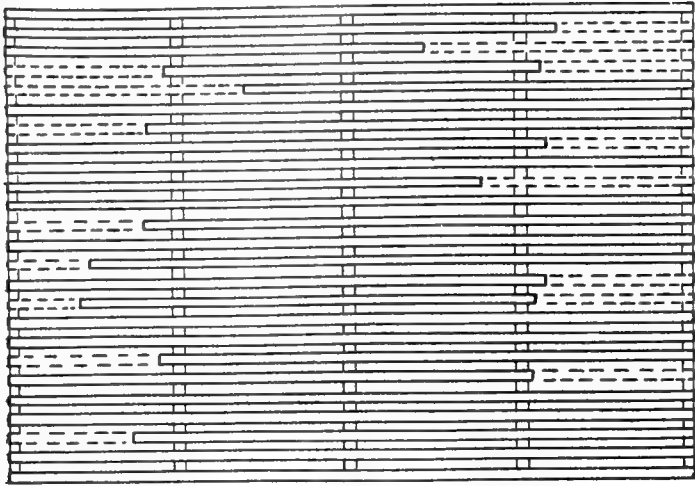
In the first place, preliminary yard drying for from six months to a year required the carrying of from 500,000 to 700,000 feet of lumber ahead at all times over and above the amount needed to provide a reasonable reserve against delays in shipment.

This stock was piled on valuable land in the industrial district, and it is estimated that the value of the excess stock of lumber and piling space would average at least \$30,000 over the last ten years. Interest, taxes, insurance and depreciation would at least be 8 per cent, or \$2,400 yearly. In addition, there would be an extra charge for piling about 1,000,000 feet of lumber each year, which even at pre-war prices would amount to at least 60 cents per thousand, or \$600 more.

Now, coming to the kilns, we find that the kiln space provided is more than twice the amount really needed. We will forget the double investment in land and buildings and consider only the loss from the heating and operation of double the kiln space required. The costs of kiln operation were never kept separate at this plant, so we can only estimate. We do know, however, that with pre-war



Test Sections Cut from Oak Lumber Being Kiln Dried



Method of piling lumber of various lengths

costs of coal and labor, a representative cost for kiln-drying 1-inch air-dry lumber was \$5 per thousand, exclusive of handling charges. By leaving the lumber in the kiln two or three times longer than necessary, it seems fair to assume that it cost this plant an additional \$5 per thousand, or \$5,000 a year in kiln operating costs.

Now take the stock as it comes from the kiln when dried in this foolproof way. It is invariably casehardened to some extent, even when thoroughly air-dried before kiln drying. In the furniture plant this casehardened condition causes loss all through the machining and finishing processes, and even after finished goods are sold and put in service, from twisting, warping, surface-checking, opening of glue joints and shrinkage. Losses from this source have been known to amount, in some cases, to from ten to twenty per cent of the original rough lumber. Not only the material is lost or has to be reworked or patched, but also much of the labor expended on it is also wasted. In a plant of this size, the factory loss from casehardening can safely be assumed to have been at least \$2,000 per year.

Foolproof Plan Cost \$10,000 Yearly

Summing up, then, we have in the yard, kilns and factory an average total amount of more than \$10,000 per year, which it has cost this plant in conducting its seasoning on the foolproof plan. This amount would have been sufficient to thoroughly remodel the old, out-of-date kilns, pay a competent operator to look after the kilns and still leave a handsome surplus at the end of each year.

The second class of dry kiln operations might be called the "Hit-or-Miss" class. At these plants the importance of the dry kilns in a woodworking factory has been more or less appreciated. Steps have been taken to improve both drying equipment and practice. But action has not been based upon a thorough familiarity with different angles of the problem. Kilns have usually been purchased because of the advice or experience of some acquaintance in the same line of business. Sometimes this acquaintance has been well posted on the subject and has given reliable advice. More often, however, he, too, has not studied the question thoroughly and his kilns and methods are far from the best for the purpose. Thus, unsatisfactory kilns and methods are passed along from one plant to another. As a result, a large number of factories have found, after spending many thousands of dollars for new kilns, that these kilns are poorly designed and poorly suited for their purpose.

If, by chance, such plants happen to be fortunate in their selection of a kiln, they still have to solve the problem of satisfactory kiln operation. Lack of knowledge of good operation often causes costly blunders even when a plant has excellent dry kiln equipment.

It has been said in fact that good kiln drying is 90 per cent operation and 10 per cent kiln. Personally, I believe this is overstating the case, and that a good kiln has more of an influence than that on successful results. However, it is unquestionably true that a good operator can do better drying with a poor kiln than can a poor

operator with a good kiln. This is not an argument against getting a good kiln simply because you may not be able to get a good operator, for even a poor operator can do better work with a good kiln than he can with a poor one. It is rather an argument for both a good kiln and a good operator as the right solution of the problem.

The "Safe and Sure" Class

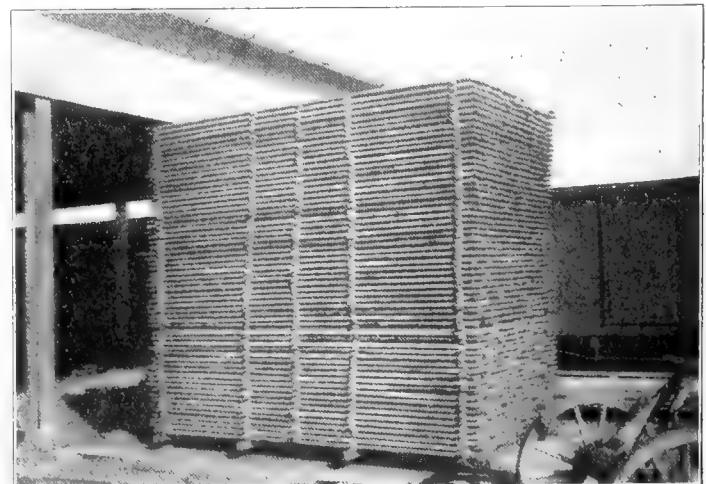
The third and most successful class of operations seeks this solution. I have termed them the "Safe and Sure" class. Realizing that good kiln drying is not only important, but vital to the greatest success of their manufacturing operation, these "safe and sure" plants investigate the whole subject of kilns thoroughly before they finally decide on the type they want. They study the principles of kiln drying and secure unbiased advice and information from Government and other research and technical service agencies. They secure catalogues and information from a number of different dry kiln companies and weigh all the statements and arguments in the light of the facts and principles developed in scientific research work. They then decide on the type of kiln best adapted to their needs and select the one which will be most economical in the long run, making the first cost a secondary consideration.

After the kilns are built, these "safe and sure" plants make certain that they will be properly operated by securing a competent and well-trained kiln operator. Since trained and experienced operators are scarce, they have found that the best plan is to select an intelligent, ambitious man from the factory organization and give him special opportunities and encouragement in learning the technique of good drying practice. This can be learned first: by studying the literature provided by the Government and sent out by the Technical Service Departments maintained by some of the leading lumber companies; second: by studying the correspondence course in kiln drying given by the engineering department of one of our universities; third: by taking the short courses in kiln drying given at some of the forest schools, or, fourth: by attending the ten-day short course for kiln operators now being given each month at the Government Forest Products laboratory.

After securing a grounding in the principles of kiln drying by one or all of these methods, any man of average intelligence and interest in his work, will be able to work out the application of these principles to the correct operation of a specific set of dry kilns.

As a matter of fact, the subject of kiln drying is really neither technical nor complicated—not nearly so much so as operating an automobile and keeping it in good running order. Yet many thousands of men have become chauffeurs and truck operators in a comparatively short time.

You would not maintain a motor truck without a trained and competent driver. Nor would you become discouraged in the use of a truck because good drivers are scarce. You would either search until you found a good driver, or else develop one. In the same way,



Lumber Properly Piled for Dry Kiln

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

realizing that poor kiln operation may, in a very short time, cause a loss several times what a good operator would cost for a whole year, the "safe and sure" plant makes it a point to find or develop a trained man to run its dry kilns.

All along the line—in the yard, in the kiln, in the factory—the intelligent "safe and sure" policy will constantly pay big profits in the seasoning and kiln drying of lumber. These profits will result first, from a reduction of investment in yard, lumber and kilns; second, from decrease of time in drying; third, from smaller losses of stock in the kilns; fourth, from obtaining a steady and dependable supply of raw material for the factory, and fifth, from eliminating loss of stock and labor in the factory due to casehardening, checking, warping and honeycombing. If your plant is already in the "safe and sure" class you are even now benefiting from these profits. But if there is any reason to suspect that you may still be in either the "Hit-or-Miss" or the "Foolproof" class, I earnestly suggest that you give the matter of good kilns and good kiln operation your immediate and careful attention in order that you, too, may benefit from the profits which result from adopting the "Safe and Sure" plan.

But 10 Per Cent Kiln Dry Right

My acquaintance with hundreds of plants leads me to estimate that at least 50 per cent of all kiln operations belong to the "foolproof" class. At least another 40 per cent belong to the "hit-or-miss" class. Only the small remainder—not more than 10 per cent—deserve to be classified in the "safe and sure" class. However, I do not mean to criticize the first two classes. They can hardly be blamed for their lack of an understanding of good kiln drying because modern kiln drying practice, as we know it today, has been developed only in the past few years.

As a matter of fact, the need for more careful and scientific methods has become apparent only since hardwood lumber has become scarce and high-priced. Not many years ago when plenty of thoroughly air-seasoned hardwood stock could be had at a small

fraction of present prices, it may have been more economical to waste part of the stock in poor kiln drying, rather than to go to the expense and trouble of reducing that waste by better kilns and better practice.

Fortunately now that it does pay to eliminate such waste, you will be encouraged to know that it can be done, and oftentimes at surprisingly small cost, particularly to those plants that already have kilns. For good results, it is by no means necessary to scrap the old kilns and build new ones. Even where it would be advisable to do this eventually, it should often be possible to postpone the building of new kilns until building costs go down, by simple alterations in present kilns. In any case I would advise you to consider the possibilities of alterations very carefully before deciding to invest in entirely new kilns and equipment. Remember that, after all, the operator is more important than the kiln, and bend your efforts first toward securing a competent operator and then do what you can to provide him a good kiln.

To sum up, then, good kiln drying requires first of all a kiln in which temperature and humidity can be varied and controlled and in which the circulation of air will give uniform drying results in all parts of the kiln. In addition the kiln should be provided with means for steaming the lumber. Having such a kiln to work with the operator should understand the principles of drying lumber and keep careful records of kiln operation; he should test the moisture in his stock and govern his drying conditions accordingly; he should test for casehardening and steam the stock when necessary to relieve casehardening; finally, he should bring his stock out of the kiln with moisture content evenly balanced and neither too high nor too low, free from casehardening and ready for use.

In this short talk on kiln drying, I have only been able to hit a few of the high spots and have had to purposely omit all but a mere mention of many important points. I realize fully that what I have said will probably not enable any of you to return to your

(Continued on page 30)

Quixley Tells Wholesalers to Cheer Up

At the annual convention of the Northern Wholesale Hardwood Lumber Association, held Feb. 15 at the Milwaukee Athletic Club, A. C. Quixley of Chicago delivered a message of optimism for the future. He said that through the efforts of the Chamber of Commerce of the United States a campaign for home building was gaining headway, which, he believed, would soon result in a marked improvement in the lumber business. Banks and insurance companies have announced their intention to be more liberal in making loans to home builders, and several state and national laws are being framed, or have already been passed, which will exempt new homes from taxation for a period of years.

C. O. Cogswell of F. M. Elkinton, Inc., traffic experts, reviewed the transportation situation, speaking particularly of the necessity of watching tariffs closely, as they contain many errors. He also spoke of the recent announcement of the roads in Western Trunk Line territory that combination rates made during the war were to be withdrawn unless shippers offered competent arguments for their continuation.

The report of Treasurer J. B. Andrews showed a balance on hand in the treasury amounting to \$306.74, with all bills paid.

Harry Christiansen, reporting for the resolutions committee, called attention to several laws now before the Wisconsin legislature which, if enacted into law, will materially increase taxes, and the secretary was instructed to get the numbers and purport of these laws and advise the members to use their influence against them where they are unfair.

The annual report of Secretary J. F. Hayden was presented as follows:

Report of Secretary Hayden

My report will be brief, and I rather think that you will agree with me that there is very little to say. Just now the hardwood lumber market is a stalemate. Your efforts to sell lumber in volume are met by the stubborn resistance of buyers who steadily refuse to stock up at a time when they are in doubt as to whether or not they will be able to sell the finished products of hardwood lumber. In spite of all this, however, almost every hardwood wholesaler with whom I have come in contact is optimistic and believes that when the worm turns trade will be enough better to make him forget his troubles.

I need not tell you of the rather hectic year through which you have

recently passed, for your experiences are too fresh in memory to need recalling. I do not think the secretary's office could have done anything to dampen your enthusiasm during the early months of the year, nor ameliorate your discouragements of the more recent months.

In a general way I have endeavored to convey to you information of the situation in the hardwood lumber market, through the medium of semi-monthly or monthly reports issued during a part of the year. This information has been gleaned from reports from the large hardwood markets of the South and Middle West. They have not afforded much encouragement, but I hope they have been fairly accurate.

A bright spot is the situation with respect to stocks. Your own statistical report will be distributed to you during the meeting. This report also shows the amount of unsold stock held by the manufacturers.

Of the amount being produced by northern mills, you can judge from the figures or green stock in the hands of the manufacturers on the first of January, as follows: Ash, 743,000 feet; basswood, 6,160,000 feet; birch, 11,492,000 feet; soft elm, 2,523,000 feet; rock elm, 534,000 feet; soft maple, 660,000 feet; hard maple, 14,742,000 feet, and oak, 282,000 feet.

Statistics of southern hardwood production are not available, but up to the first of the year the southern mills were curtailing greatly.

Production of soft woods is also being curtailed. Unsold hemlock held by northern manufacturers on the first of January amounted to 198,000,000 feet. Northern pine mills, with very few exceptions, are not running. Southern pine mills are cutting to only about sixty-five per cent of capacity; west coast mills are cutting only forty per cent of normal; Inland Empire mills are cutting fifteen per cent of capacity.

Early last year you were saying with Monte Cristo, "The world is mine," and, with Alexander, you were looking for more worlds to conquer. During the latter part of the year, and up to the present time, you have been at the bottom of the pit, holding up your hands for assistance. May we not hope that the period of slow trade is about to end, and that you will soon again be riding on the top wave of prosperity.

We have lost one member during the year by the death of Arthur H. Barnard of Minneapolis. Otherwise the membership remains the same as at the beginning of the year and numbers thirty-five.

The election of officers and directors resulted in the choice of the following:

President, T. T. Jones, Minneapolis.

Vice-president, Geo. W. Mason, Rhineland, Wis.

Treasurer, J. B. Andrews, Wausau, Wis.

Secretary, J. F. Hayden, Minneapolis.

Directors for two years: L. H. Wheeler, Wausau; Payson Smith, Minneapolis; H. C. Humphrey, Appleton.

President Jones was immediately installed in his new office and began to handle the gavel with a style which promises a live administration.



A. C. Quixley

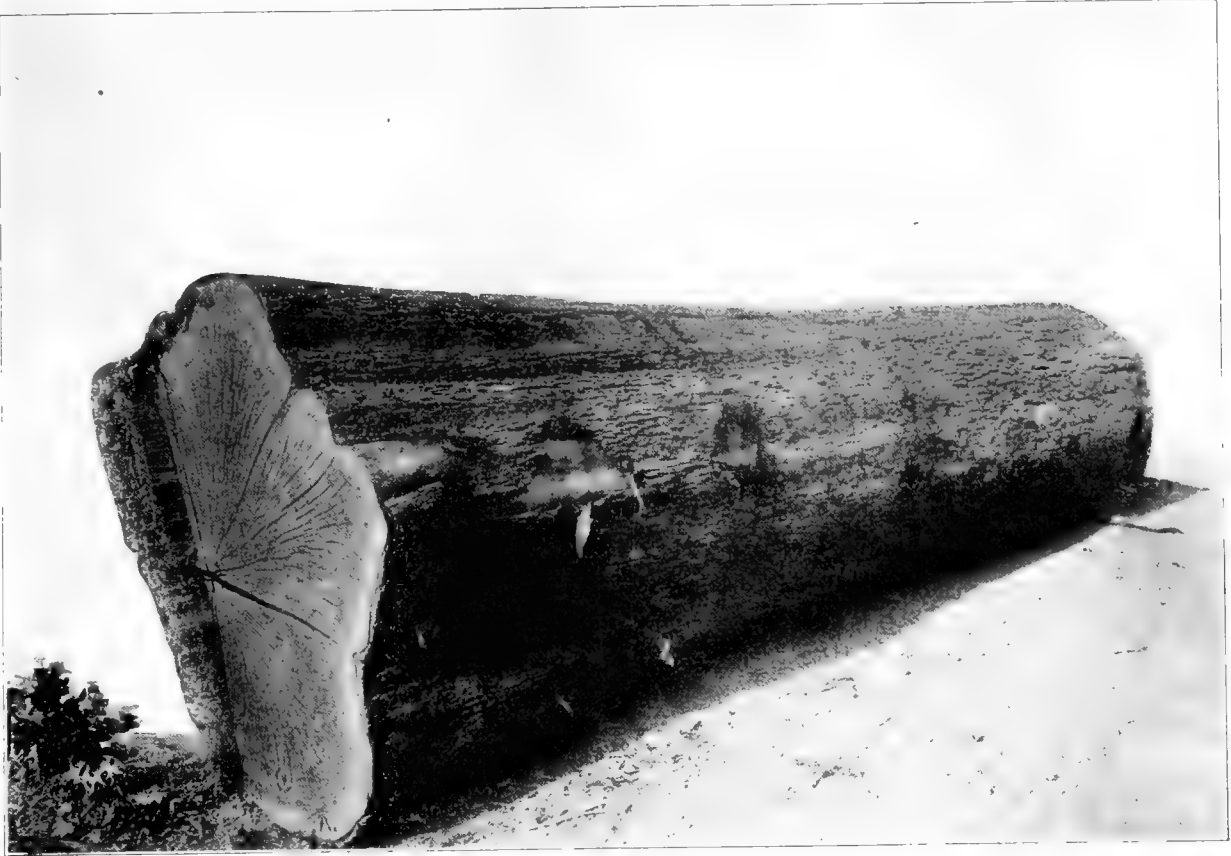
(Continued from page 21)

advances were granted the carriers by the Interstate Commerce Commission.

Only One Non-Conformer

Nothing has transpired to indicate that any of the carriers object to the conference or desire to prejudge the appeal of the association with the exception of the letter written to officials of this organization by the president of the Gulf Coast Lines, Houston, Tex. This gentleman has made an effort to dismiss the conference idea, so far as his road is concerned, with the suggestion that it is unwarranted, and with the further suggestion that it was conceived by the association for the specific purpose of decreasing the revenues of the carriers derived from lumber tonnage. The association, however, is not willing to be treated in this manner and has written a letter to the gentleman in question, copy of which

has been sent to all the other carriers, informing him that it is entitled to a hearing before judgment on the issues involved is passed and further apprising him of the fact that the association, while admittedly working in the interest of its members, is likewise working in the interest of the carriers, as disclosed by the knowledge that, unless rates are reduced on lower grades of hardwood lumber, the railroads are going to secure a smaller revenue, through decrease in tonnage incident to present restrictive rates, than they secured before the advances were granted by the Interstate Commerce Commission. This is, in effect, practically a statement of the position the association will take at the conference, and it is believed by officials of this organization that there is so much of "common interest" between the lumbermen and the carriers that they will be able to find a "common ground" for solving the problem of rate adjustment which carries so much import to both.



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.....	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
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QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
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QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
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WORMY OAK

4/4 Sound	3 cars
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PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
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MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
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ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

POWER LOGGING AND LUMBER HANDLING



Truck taking on 800 feet of logs at Wellman Operation, 12 miles from South Boardman.



"Let's go, boys!" Fanny says. The return to the mill at the end of a perfect day's work.



Fanny and Duke, logging experts, entering their Pullmanette to ride out to the works.



When they lift the tail gate Mr. Wellman will give the "All Aboard" signal to the navigator.

Horse and Motor Truck Logging System Saves \$5,000 in Three Months

A short time ago *HARDWOOD RECORD* carried an illustrated article describing how the Frank Purcell Walnut Lumber Company is employing a happy combination of mule and motor equipment in its logging operations. The illustration in this article showed a happy pair of mules riding in a trailer behind a motor truck which carried them (also the walnut logs they skidded) to and from the scene of the logging operations.

Now word comes out of South Boardman, Mich., that this same method is being used with highly satisfactory results by Mr. Wellman of that place, a manufacturer of cant hooks, peevy and railroad jack handles. Mr. Wellman varies the Purcell plan by the use of horses instead of mules.

He is enthusiastic about the arrangement, because he has found that it saves him about \$5,000 over the old plan every three months. That is the kind of service that speaks a language he likes to listen to. After 25 years' experience in logging, during which time he estimates he has logged something over 40,000,000 feet of logs, he is ready to say that the motor truck hauling combination he has installed at South Boardman is the most practical and economical hauling unit he has yet run across in his lumbering and logging experience.

The type of semi-trailer from Mr. Wellman's operation, which the illustrations display, is of his own construction. This trailer is pivoted in front of the rear axle of the truck and, as it swings freely, it tracks perfectly over the truck wheels. The load is balanced properly over the truck axle, thereby giving an even distribution of weight that secures ease of traction for the entire unit. Old logging men around South Boardman have been very favorably impressed with the unusual mobility of this outfit, heavily loaded, negotiating the several grades and ordinary road conditions which it encounters between the logging operation and the Wellman plant.

Mr. Wellman's stumpage is twelve miles from South Boardman and the condition of the woods makes it necessary to skid the logs from the stump and load the truck with a team. Desiring to overcome the necessity of keeping a "boarding house" for the team in the woods, he devised a second trailer to carry the team out each morning and back each evening.

During the day the truck, an Acme made by the Acme Motor Truck Company, Cadillac, Mich., makes four round trips, covering ninety-six miles. On the last trip of the day the trailer de luxe, in which "Fanny" and "Duke," the team, ride home to supper, is attached to the trailer load of logs and no difficulty is experienced in hauling the entire outfit at the one load.

Where logging and road conditions are fairly good, Mr. Wellman

maintains that the truck and trailer arrangement is the best and cheapest method of logging. He backs his judgment in this matter by an account of costs, which he kept over a period of three months. On the four round trips from the woods to the sawmill an average of 800 feet of beech and maple is carried. One day's work, 3200 feet, weighs 41,600 pounds. Mr. Wellman has satisfied himself that it would require eight teams to do this work at a cost of not less than \$64 a day. As compared with this figure, he has found that he can operate his truck pulling the two trailers every day at a cost of \$14.40 a day. This is a saving of \$49.60 a day over the old time team method. In 250 working days the truck outfit averaged a higher saving than this, saving \$12,400 a year.

After the truck was equipped with pneumatic tires to replace the original solid ones, the truck was able to leave the road and go right into the woods to be loaded. This necessitates, of course, the clearing of the route through the brush so as not to snag the tires. "Where we haul out of the woods," says Mr. Wellman, "there is a long sandy stretch upgrade for something like 50 feet in 80 rods, but the truck with load goes through on time almost to the minute. The machines requires some attention, the same as any piece of machinery, but perhaps very little more than to look after one team."

Mr. Wellman thinks that his system is a clear example of how the right kind of equipment, intelligently operated with a due regard to the limitations of motor truck operation, can effect a substantial saving to the logger.

There are thousands of small lumber operators throughout the country whose conditions of logging are very similar to those under which Mr. Wellman operates at South Boardman. Many of them are cutting logs ten to fifty miles from the mill and are hauling either by team or rail. In practically every one of these cases, where road conditions are at all fair, there is little doubt that a motor truck and semi-trailer outfit could be installed, which would save money and time and give better satisfaction all around. To simplify loading, small caterpillar tractors could be used instead of teams.

With the possibility of the substantial saving demonstrated by Mr. Wellman, it appears that this is a proposition worth considering. Besides, think of the fun a pair of horses or mules would have, getting a ten to fifteen mile joy ride every working day!

Truck Company Plans Move

The Mutual Truck Company of Sullivan, Ind., has announced it will move its plant to Washington, Ind., within a short time, providing the people of Washington will subscribe for \$300,000 worth of the stock of the company.

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE
LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE

N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS

GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND WAREHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



Southern Mill Work Makers Hear Rousing Address

Aside from electing H. E. Fellows, LaGrange Lumber & Supply Company, LaGrange, Ga., as director to succeed George E. Toale, Augusta, Ga., deceased, selecting Atlanta as the place for the quarterly meeting in May and adopting resolutions thanking the local members of the association and the Memphis Chamber of Commerce for the entertainment provided by them and expressing appreciation for the splendid program prepared by Secretary Harman, the entire sessions of the Southern Sash, Door & Mill Work Manufacturers' Association, Thursday, Feb. 18, were given over to addresses on various subjects of especial interest to the members. The meeting was held in Memphis.

J. P. Larson, secretary of the St. Louis Millmen's Association, speaking on "Association Work," delivered a brilliant address, which he termed an "Appeal and a Message." He declared that there is a very intimate relationship between good morals and good business and insisted that the principal problems of the special mill work manufacturers could be solved if they approached them in a spirit of co-operation, meaning by co-operation "helpfulness, intimacy and fraternity." He did not think there was the slightest chance for a business as unsystematized as the mill work business to succeed with unbridled competition, but that, if the members of the industry worked together in a proper way, they could put their business on a higher plane, solve their labor problems and also limit the field in which the retail lumber dealers and the wholesalers in sash, doors and blinds who are encroaching on the sphere of the special mill work manufacturers. He made a particularly strong plea to the members to encourage the building of homes rather than dwellings, and to accomplish this by insistence upon living strictly up to specifications in all work on which they bid instead of countenancing modifications, substitutions and elimination.

W. P. Flint, secretary of the Mill Work Cost Information Bureau, Chicago, Ill., speaking on "Mill Work Cost," said that the Southern Sash, Door & Mill Work Manufacturers' Association and the bureau he represented had been cooperating in determining mill work costs during the past several years and that splendid progress had been made. He told members of the association that these are strenuous times and that mill work manufacturers are not going to have business offered them during the next few months without regard to prices. On the other hand, he stated that they must get out and dig for it. He quoted the slogan contained in the Chicago Tribune, "1921 will reward fighters," and made a brilliant plea for clean fighting for business as against the sort of fighting that is represented by price-cutting.

Tractor Company Formed

The Donald Murray Tractor Company of Wausau, Wis., has been incorporated with a capital stock of \$25,000 by Donald Murray, W. W. Gamble and S. B. Bissell. It takes over the distribution of the Holt "Caterpillar" tractor in six counties in the heart of the timber and lumber manufacturing districts of Northern Wisconsin. The franchise heretofore was held by the Murray-Mylrea Company of Antigo, Wis., which has disposed of its foundry and machine shop to the Antigo Tractor Corporation. Donald Murray was at the head of the Murray-Mylrea Company.

The beautiful colored insert advertising this firm which is carrying in the various trade magazines is emblematic of the high ideals of quality and perfection at which they are aiming.

(Continued from page 25)

plants tomorrow and start working out your drying problem without further information and assistance as to details. The most that I could hope to do in such a limited time was to outline to you the main requirements of good drying practice with the hope that I might arouse your interest and curiosity to the point where you would want to follow the matter much further and find out the practical application of the general principles to your particular plant and problem. I can assure that you will be well repaid for the time and effort required to study this subject thoroughly and I shall be very glad to furnish any of you detailed information as to where you can obtain advice and assistance and reference material on the various phases of dry kiln design and operation.

Important Results from Plywood Meeting

Plywood Manufacturers Adopt New Grades and Subscribe to Big Advertising Fund

The most marked indication of progress developing from the big meeting of the Plywood Manufacturers' Association held at Cincinnati, February 8 and 9, was the preparation and presentation of new grading rules which were submitted by the executive committee and adopted at the meeting. These rules are shown in the chart carried on this page of Hardwood Record. The meeting was one of the best ever held and great interests was displayed in the various workings of the various committees. In addition the next most spectacular action was the resolution to join the National Veneer and Panel Manufacturers' Association, with a fund of \$50,000, for preliminary work in the national advertising of built-up plywoods the purpose being to eradicate the popular misconception of the worth, utility and value of this material.

Further action involved the appointment of a committee to go to Washington for attendance at the present hearing before the Ways and Means committee of the Senate in the interest of having an import tariff placed on plywoods. This is an exceedingly important phase of future development of domestic plywood markets.

Other important action was the resolution to join the National Veneer and Panel Manufacturers' Association in its fight to put docket 8131 into immediate effect. This docket has been approved

by the Interstate Commerce Commission but held up because of Federal operation. It calls for the classification of all veneers except mahogany as thin lumber at lumber rates. All multiple or built-up woods call for ten per cent advance over lumber rates. A committee was appointed to pursue this work. It was reported that the second annual meeting is to be held at Chicago at the Drake hotel on April 12 and 13.

Much interesting work has transpired in the effort to work out a policy of standard glues. This matter came in for considerable discussion at the meeting, it developing that quite a little progress had been made toward this much desired accomplishment.

An equally important part of the work of the association is the preparation of the cost instruction book which is now in the process of development. This work is under the supervision of the cost engineer who at the meeting presented the first outline covering the first work he has done.

A discussion of market conditions developed the fact that trade is still at a standstill, but an optimistic attitude was apparent throughout the meeting.

The Northern Manufacturing Company, Tippecanoe City, O., was admitted to membership.

Plywood Grading Rules

CONSTRUCTION		FIGURED WOODS		PLAIN WOODS		
		AA Extra Grade	A Standard Top Grade	B Standard Grade	C Exposed Work where Matching for Color Unnecessary	D Semi-exposed Work
FACES		Carefully matched for figure and color. All joints glued. Veneers clear and free from all defects such as sap, stains, worm holes, sound knots, etc. Machine sanded, belt finished.	Random figure, average matched for color. Streaks, small stains and sound pink knots allowed. Scraped or sanded	Clear veneers, selected and matched for color. Properly jointed and taped. Properly made patches permitted. Scraped or sanded.	May contain tight jointed veneers, not matched for color or grain; burls, pin knots, patches properly made; mineral stains or natural discolorations in live timber not a defect. Scraped or sanded.	Veneers may have doze or stain; small knots with bark or pith in centers pin worm holes plugged; closed end checks; loose or rough cutting glued tight. Slightly open joints permitted. Scraped or sanded.
FACE CROSSINGS		One piece, clear stock, tight cut.	Piecing permitted, when properly jointed and taped.		Piecing permitted without jointing or taping.	Made only in 3-ply.
CORES	LUMBER	Mixed lumber core not permissible. Knots and defects all cut out. All joints machined and tightly glued.	Any suitable core wood. Sound knots, patching and minor defects permissible. Sawed joints allowed. Slightly open joints permissible.			Not made with lumber cores.
	ROTARY	Stock, one piece (or glued joints), clear of defects, smooth and well cut.	Piecing permitted when properly jointed and taped.		Piecing permitted, without jointing or taping.	
BACK CROSSINGS		Same as face crossings, but more than one piece permitted when jointed and taped.	Same as face crossings			Made only in 3-ply
BACKS	REJECT	Not used in this grade unless requested.	Veneers may have doze, stain, small knots with bark or pith in centers; pin worm holes; end checks; loose or rough cutting. Open joints permitted.			
	SOUND	Jointed veneers with tight joints; veneers not matched for color or grain; burls, pin knots, patches properly made; mineral stains or natural discolorations in live timber not a defect. Scraped or sanded. For better than sound backs, use face grades.				
COPYRIGHTED 1921 PLYWOOD MANUFACTURERS ASSOCIATION ALL RIGHTS RESERVED		AAA Applies to figured face veneers, center, butt and pattern matched. Otherwise like "AA."		ADOPTED AT CINCINNATI, FEB. 9, 1921 BY PLYWOOD MANUFACTURERS ASSOCIATION 1215 MONADNOCK BLDG CHICAGO		
		DD Concealed Work May be any kind of wood and may contain open joints or checks not over 1/8" wide, 12" long or half the length of the panels if under 24" long. Pin worm holes, grub or knot holes not over 2" in diameter. Rough or loose cutting, doze and stain.				

“Utilization of American Walnut”

Exhaustive Study of This Popular Cabinet Wood, from the Timber to the Finished Product, Is Made by Forest Service Specialist

A most exhaustive study of “American” walnut is contained in Bulletin No. 909, just issued by the Forest Service, through the U. S. Department of Agriculture. This bulletin was prepared by Warren D. Brush, “scientific assistant,” and is called “Utilization of Black Walnut.” It begins with an introduction telling of the first uses of American walnut in early colonial times, and, briefly, something of the volume of walnut lumber production at various times, up to 1918. It then carries on nine divisional discussions of “Properties of Wood,” “Insect and Fungus Attack,” “Supply,” “Demand,” “Utilization by Industries,” “Export,” “War-time Utilization,” “Summary of General Market Conditions,” “Marketing Walnut Timber.” The report winds up with a “Summary and Conclusions,” and an appendix giving a detailed list of uses. Altogether 89 pages of type matter are used, together with a large number of charts and photographic illustrations.

The following interesting “summary of general market conditions” is made:

On account of the scarcity and high cost of walnut logs they are generally utilized very closely. The great bulk of the walnut is handled at large mills that are equipped for the manufacture of both lumber and veneer. Band saws, experienced sawyers, and modern kilns contribute to make a very efficient utilization. In veneer manufacture 20 square feet of veneer are obtained to each board foot, log scale, of logs, and in the making up of panel stock about one-half of this is wasted. There is a waste of about 25 per cent also in manufacturing furniture from the lumber. Allowing a 20 per cent over-run of the log scale in the manufacture of lumber, we have the yields shown in Table 26 from 100 board feet of lumber, log scale:

Table 26

Lumber—Original log scale, 100 board feet; total product, 120 square feet, 1 inch thick; net amount used in finished product, 90 square feet, 1 inch thick.

Veneer—Original log scale, 100 board feet; total product, 2,000 square feet veneer, 1/28 inch thick; net amount used in finished product, 1000 square feet (finished panel).

There is evidently a great economy in using veneer in place of lumber; moreover, a much better, more attractive, and more durable piece of furniture may be made by the use of veneer.

The Low-Grade Problem

The principal problem of the walnut manufacturer is the disposal of his low-grade stock, both lumber and veneer. It is most profitable for him to turn his large, clear, and especially his figured logs into veneer; for, although the lumber sawed from such logs may bring a high price, the veneer sliced from them will bring much more. However, if only small and defective logs are converted into lumber, only low-grade stock will be obtained, and this is difficult to market. The stocks of walnut veneer were greatly reduced because of the discontinuation of the making of veneer during the war. For this reason comparatively small amounts of the highest grades of lumber are being manufactured, and furniture factories are using more of the lower-grade stock.

Many sawmills find it profitable to cut low-grade lumber into furniture dimension stock. Many furniture factories, however, object to using dimension stock because the quality is not good enough, or the sizes are not exactly suited to their needs. They prefer to buy the lumber and cut their stock sizes from that. It is, of course, more expensive to ship lumber than the dimension sizes cut from it. Sawmills should be able to saw the stock sizes more cheaply than the factory can; but if there is considerable waste in the use of dimension stock it is more profitable to buy the lumber. The sawmills can often recut their low-grade walnut lumber into a

special grade of stock for furniture, and therefore it is not necessary for the factories to handle so much waste material. This is also more economical for the factories than cutting clear stock from very defective lumber. A large surplus of very low-grade stock and of small clear pieces accumulated from the manufacture of walnut war material is now in the hands of the large walnut operators. This stock is absorbed very slowly. Since only small dimension pieces can be made from this stock, markets for this material are very limited, and a great deal of it goes into the waste pile and is used for fuel.

The more extensive use of walnut instead of the various woods now substituted for it in making the small solid parts of walnut furniture would effect a closer utilization of the wood. These small pieces should be sawed from low-grade stock, of which there is usually a surplus in the hands of lumber manufacturers.

The small demand for low-grade walnut veneer makes the waste in veneer manufacture greater than it would otherwise be. This low-grade veneer is suitable for backings and drawer bottoms, but factories prefer large sheets from a lower-priced wood, because there is less trouble in cutting out the required sizes. Under present conditions a large part of the sapwood and defective veneer must be used for fuel.

Location of Stands

The general “Summary and Conclusions” is as follows:

The use of black walnut covers as long a period as that of any other native wood. It has been repeatedly predicted that the supply would soon be exhausted. The timber has never been plentiful; but, on account of its being scattered throughout a large area, there has been a fairly steady supply since colonial times. Its area of commercial distribution is, roughly, the eastern half of the United States exclusive of the coastal regions, the southern Mississippi Valley region, and the extreme northern regions. The principal supplies are now located in central Tennessee, eastern Kentucky, northwestern West Virginia, Ohio, Indiana, Illinois, southern Iowa, Missouri, southeastern Nebraska, eastern Kansas and Oklahoma, northeastern Texas, and northwestern Arkansas. Although the best quality of walnut has come from Ohio and Indiana, the general run of the timber is now better in the western part of its range, because it has not been cut out to the extent to which it has in the eastern part. The best stands are now west of the Mississippi River.

Before the war the annual demand amounted to about 60 million board feet; during the war it increased to about 90 million board feet. A large part of the total is exported in normal times, principally to European countries.

The greatest problem of the lumber manufacturer is to dispose of his lower grades, of which there was a surplus from the manufacture of high-grade airplane-propeller lumber during the war. The cutting of dimension stock is often impracticable, on account of the varying needs of the factories using this stock. It is now a common practice among walnut lumber manufacturers to recut low-grade stock in order that it may be classed in a higher grade, or may be sold as a special grade of small-dimension stock of a better kind.

Walnut is valued mainly for its good seasoning, working, and gluing qualities, its fine appearance, and its good finishing properties. Its principal uses are for cabinetwork in furniture, musical instruments, and sewing machines, for interior finish, and for gunstocks. For cabinetwork and inside finish it is used very largely in the form of veneer panels. Thin lumber is used extensively in European countries for cabinetwork, instead of veneer. Other cabinet woods—as, for instance, red gum and birch—are commonly used for the solid pieces in cabinetwork. A substitution, however, detracts from the appearance and general quality of the piece. Panels are usually made of five plies, and the outer ply is generally of the striped walnut that is characteristic of open-growth trees, or of some other highly figured walnut as, for example, cross figure, stump wood, crotches, or burls.

There has been a recent revival in the popularity of black walnut furniture, which is now given lighter finishes more nearly like the natural color of the wood. This treatment brings out the natural beauty of the grain and figure. For this reason the rapid-growth, light-colored heartwood is now more in demand than is the dark,

(Continued on page 40)

AMERICAN WALNUT

Always A Quality Product



ET, just as there are grades of precious jewels, so there are variations in the degree of quality in Walnut. Based on our large list of satisfied customers and our unusual facilities for correct manufacture, our product can honestly be described as unexcelled. It is sold on guaranteed inspection, for prompt shipment and from a full selection of grades and thicknesses.

Frank Purcell Walnut Lumber Co.
KANSAS CITY, KANSAS

MILLS, FACTORY,
OFFICES, ALL
CONCENTRATED
AT THE ONE POINT

QUICK REPAIR

for repairing splits, checks and other defects in face veneers.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

QUICK REPAIR has been used by some of our customers for a number of years.

Small Sample Tube Mailed Free on Request

PERKINS GLUE COMPANY

Factory and General Offices:
LANSDALE, PENNSYLVANIA

Sales Office:
SOUTH BEND, INDIANA

Wood Turners Organize Mid-West Division

A Mid-West division of the National Association of Wood Turners was organized in Chicago on February 15, at a meeting held at the Congress Hotel. The organization was effected with eighteen charter members.

George S. Milhan, manager of the J. B. Hellenberg Manufacturing Company, Cold Water, Mich., was elected first president of the new division of the national association. The following other officers were elected: vice-president, J. F. Strombeck of the Strombeck-Becker Company, Moline, Ill.; treasurer, L. A. Walker, of the Stephenson Manufacturing Company, South Bend, Ind.; secretary, F. S. Upham, of the American Handle and Novelty Company, Des Moines, Iowa.

The process of organization was directed by William A. Babbitt, South Bend, Ind., general secretary of the National Association of Wood Turners.

During the preliminaries that preceded the organization, Mr. Babbitt discussed the value of cost accounting in the wood-turning industry, and also spoke of the movement fostered by the Association of Wood-Using Industries to standardize dimension sizes, create a general market for the product and thus promote its widespread manufacture.

This subject was the chief topic of discussion and was handled not only by Mr. Babbitt, but by Wm. B. Baker, of Chicago, secretary of the Association of Wood-Using Industries. C. E. Van Camp, of Memphis, manager of the trade extension department of the American Hardwood Manufacturers' Association, and A. F. Hawes, dimension expert of the National Association of Wood Turners.

Mr. Babbitt said the ability of the wood turners to buy dimension sizes already manufactured would save them a great deal of overhead costs by reducing the hazards of labor. That is, there is a hazard involved in each operation required for the creation of a manufactured product, and that these operations may be

materially limited if it is not necessary for the manufacture of a turned article, not only to turn it, but to maintain the machinery and men to handle the raw material from the plank or the bolt.

Mr. Hawes said that the growing scarcity of wood, with the urgent demand for conservation, and the heavy freight tariffs created a crying need for the general manufacture of dimensions. He declared that "we have not begun to touch the high prices of lumber which we will see in the next twenty-five years." Therefore, the cutting of dimension sizes should be done near the source of supply, so that it would not be necessary to pay freight on waste. To example the heavy loss that accrues through the shipment of material for dimension to the plant, where the stock is to be used, rather than cutting the sizes at the mill in the woods, he said that it took 6,000 pounds of round edged plank to make 4,000 pounds of squares, necessitating the payment of freight on 2,000 pounds of waste which might as well be left at the source of supply. This, at 30 cents a hundred for freight, would mean the additional expenditure of \$10 to secure every 4,000 feet of squares.

Mr. Hawes said his investigations had proved that the use of dimension sizes is in a very primitive state, and that no two turners bought the same form of raw material, showing the need of working out the most economical form in which to buy material for the manufacture of given kinds of turnings and sticking to that.

The lumber industry, Mr. Hawes said, has previously controlled the sizes of its product, but the wood turners could now get together and, through co-operation with the lumbermen, who would cut dimensions at their mills, adjust sizes to their own needs.

To secure the co-operation of the lumbermen it would be necessary to standardize sizes, he said. This standardization would mean a saving of raw material on the average of 20 per cent.

This would also mean greater profit to the lumber manufac-

(Continued on page 35)

OUR PRODUCT IS FOUND AMONG DISCRIMINATING BUYERS

BECAUSE we have perfected every detail of our organization. Each department was planned with painstaking care with the definite end in view of a product of unsurpassed quality. This involves a rigid selection of logs by expert log buyers surveying a wide territory, perfect mechanical equipment and its undeviatingly correct use. Our four band mills and three veneer mills manufacture the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high grade hardwoods.

WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY



THE EQUIPMENT IN OUR THREE VENEER MILLS IS ALL
MODERN AND IN EACH CASE DEVOTED TO CUTTING ONLY
THAT CLASS OF MATERIAL FOR WHICH IT WAS PLANNED

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 34)

turer, he continued, because he could get more money for his lower grade stock by cutting it into dimension than he could selling it as lumber. This would reduce the heavy dissipation of profits on first and second, occasioned by the handling of the common grades.

Mr. Van Camp said the wide variation of sizes demanded by the wood users was what had forced the lumber people to stay away from the dimension manufacture. "But the lumber manufacturer," he said, "realizes that he must consider the needs of the consumer in cutting his stock and fixing his grading rules. The lumber industry will take up the dimension proposition if they are assured of a general market for standard sizes at fair prices. They are not willing to manufacture stock that may fit the specifications of only a single manufacture or a very limited group. The chances of loss are too great.

He said the members of his association had considered the dimension problem very carefully, and a number of ideas for its solution had been advanced. One of these was the establishment of centrally located dimension mills to which waste from the saw mills could be shipped for manufacture into dimension. But the discussion had resolved into the conviction that the general manufacture of dimension can only be brought about by standardized grading rules and market.

This is what it is hoped the Association of Wood-Using Industries and the lumber people may work out through mutual consideration of the problem. Proposals for standards have already been formulated by both the wood-using and the lumber interests, but an agreement has not yet been reached.

Evansville Will Hold Furniture Market

The furniture and stove manufacturers of Evansville, Ind., have decided to hold a market in Evansville, April 4 to April 9, that will be patterned after the markets that are given in Chicago and

Grand Rapids, Mich. Plans now are going forward to make the market a great success. About forty manufacturers are enlisted in the movement, which should bring at least 2,000 furniture, stove, hardware and paint dealers to the city for five days. "It indicates that the manufacturers have a world of confidence in each other and in the kinds of products that they are making," said a well-known Evansville furniture manufacturer a few days ago. Evansville, it is admitted by men who are familiar with the furniture industry, has made more progress within the last fifteen years in this respect than any other city in the business. Market Week will be the occasion of letting the Nation know of it. The display of new lines of furniture at the Klammer Building, the Furniture Exchange Building and the Soldiers' and Sailors' Coliseum, April 4 to 9, will sell hundreds of thousands of dollars worth of Evansville goods and will bring about a revival of business in Evansville, it is predicted by the men who are back of the movement. It is planned to make the furniture and stove market a permanent semi-annual event in Evansville, and it is hoped that within time Evansville will rank next to Grand Rapids as a furniture market. The event will bring the widest publicity to the city, for double-page advertisements have been secured in many of the leading trade journals of the United States. A sixty-page bulletin on Evansville as a furniture and stove center has been gotten up and will be mailed to 7,000 dealers in the United States. Letter enclosures will be sent out in all business letters, and these pieces of publicity will be followed by personal invitations to attend the market.

There was a meeting a few nights ago of the Evansville Furniture Manufacturers' Association, at which the members heartily endorsed the program for the market, and they are enthusiastic over the plan and believe it will mean more to the city of Evansville and their business than anything they have heretofore attempted. It was the annual meeting of the association and a banquet was served, there being a number of out-of-town visitors.

(Continued on page 45)

EXPERTNESS

Our Cutters are highly trained in the art of cutting veneers; careful of surface & thickness

"RIGHT VENEERS AT RIGHT PRICES"



MILLS, BALTIMORE, MD.

The
WILLIAMSON VENEER CO

Sales Branches

709 SIXTH AVENUE,

NEW YORK • JAMESTOWN • HIGH POINT • CHICAGO

28 EAST JACKSON BLVD

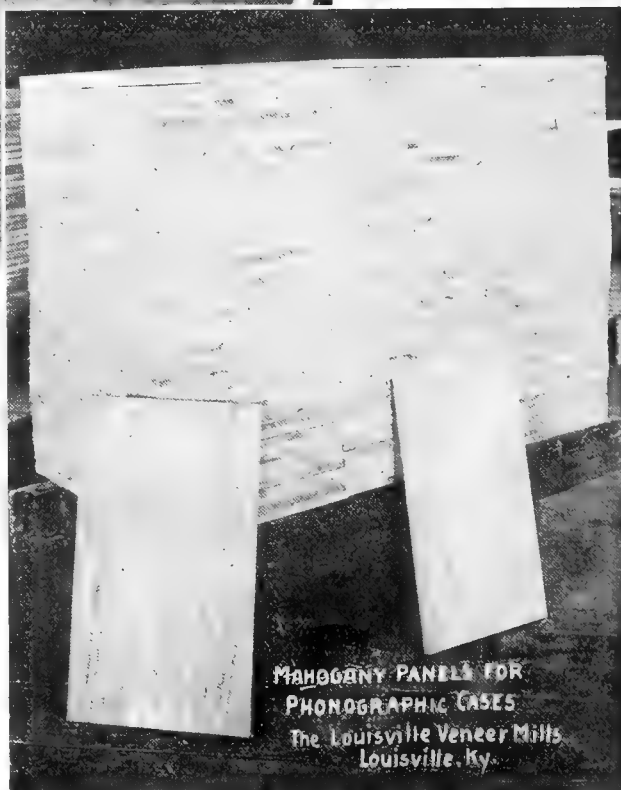
From the Log to the Plywood



**Trainload
of Prime
African
Mahogany
Veneer
Logs**

**“Louisville” Plywood
Is
“Made Right” to “Stay Right”**

*Note the sound cores;
the pronounced figure
in Mahogany Face Ve-
neers, even in the white*

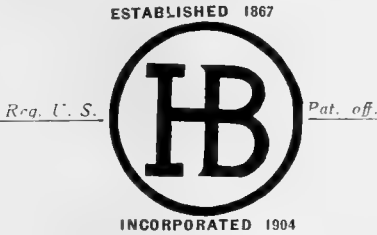


**MAHOGANY PANELS FOR
PHONOGRAPHIC CASES
The Louisville Veneer Mills
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THE LOUISVILLE VENEER MILLS

MANUFACTURERS VENEERS AND PLYWOOD SINCE 1889

LOUISVILLE, KENTUCKY



HOFFMAN BROS. Co.
VENEERS
HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

△ △ △

OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky
Sawed Veneer, at Fort Wayne, Indiana
Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

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STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak
Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Bet-
ter *dry* and ready to ship.
3/8", 1/2", 5/8", 4/4" American Walnut, Common and
Better, *dry* and ready to ship.

*Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and
other Northern Hardwoods*

J. J. NARTZIK

INCORPORATED

MILLS
GRAND RAPIDS, MINN.
DES ARK, ARKANSAS1966 MAUD AVENUE
CHICAGOGENERAL OFFICES
AND WAREHOUSE
CHICAGO, ILL.

Rotary Cut Veneers and Panels

CARLOAD LOTS OR L. C. L. SHIPMENTS

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

S. S. "CORINTH"

The Mayflower of Mahogany

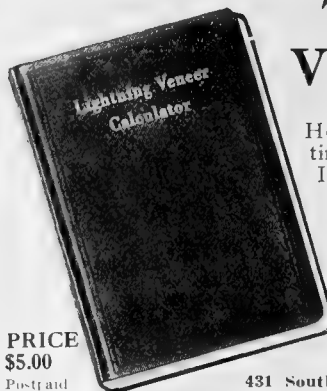
OCTOBER 17, 1906,
the Mengel Co.
shipped on the S. S.
"CORINTH" the first
complete cargo of ma-
hogany logs ever im-
ported from Africa into
the United States.

THE MENGEL COMPANY

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LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

PRICE

\$5.00

Postpaid

AMERICAN LUMBERMAN

431 South Dearborn Street

CHICAGO

(Continued from page 32)

uniformly colored. Figured wood is scarce and highly valued, and is cut into veneer usually 1/28 inch in thickness.

Walnut veneer is cut by the straight rotary, stay-log rotary, or straight-slice process. Manufacturers get about 20 square feet of veneer from each board foot of logs, log scale, with a waste of about 55 per cent. This waste is unavoidable, and includes the sapwood, the defective veneer which is not marketable, the wood trimmed off before a sheet of merchantable width is obtained, the waste due to defects, and the "dog board." Because walnut veneer logs run comparatively small in size, wide walnut veneer is much in demand.

Uses for Poor Material

Walnut is a suitable wood for railway ties, fence posts, and firewood, but only small and defective material is ordinarily converted into these products.

The price of walnut lumber has increased greatly during recent years, and the same thing is true of the price of such other cabinet woods as red gum, white oak, and birch. These prices have also effected a great increase in the price of logs. During the war, on account of the unprecedented demand for walnut, much small and defective material was accepted. Logs 14 inches and over in diameter and at least fairly clear are now generally specified. The increased expense of logging and of freight has been an added factor in making the cost of logs higher than before the war.

Owners of walnut timber can dispose of their trees to best advantage to walnut lumber and veneer manufacturers, and to factories that purchase walnut in the log form. Figured walnut is more valuable than plain. Walnut firms do not, as a rule, publish a fixed scale of prices and log grades, the prices generally being set by the log buyer.

Although the present very high market price of the timber may not be maintained, walnut will always be in demand, and will bring good prices because of the intrinsic value of the wood. Owners of timber tracts containing walnut will generally find it profitable to favor the young growth of this timber over that of less valuable species.

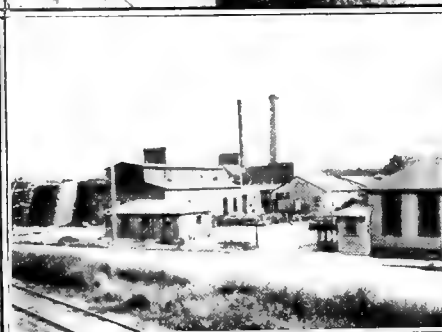
According to rough estimates made in the bulletin, the total stand of black walnut timber, in trees 12 inches and over in diameter at breast height, is 821,000,000 board feet, log scale. By regions this is divided as follows: Illinois, Missouri and Iowa, 246 million; Kentucky, Tennessee and North Carolina, 141; Ohio and Indiana, 107; Arkansas, Oklahoma and Texas, 101; Virginia and West Virginia, 89; Nebraska and Kansas, 45; New York, Pennsylvania, Maryland, New Jersey and Delaware, 36; South Carolina, Georgia, Alabama, Mississippi and Louisiana, 28; Michigan, Wisconsin and Minnesota, 28. The heaviest estimated stand for any state is that of Missouri, 107 millions of board feet, log scale.

J. J. Delker, of the Delker Buggy Company, at Henderson, Ky., has announced he will rebuild the Watt Lumber Yard, which was destroyed by fire recently. Delker owned the buildings and was interested in the lumber company.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS





Our Tremendous Buying Power Is an Asset to Manufacturers

THE business executive knows that great buying power means better raw material. Being exclusively walnut manufacturers for many years, the best walnut operatives are naturally attracted to our plants. A reserve selection of from five to seven million feet of high-grade walnut veneers is always at the command of your buyers.

The greatest economy lies in getting the best goods most promptly—through Pickrel.

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

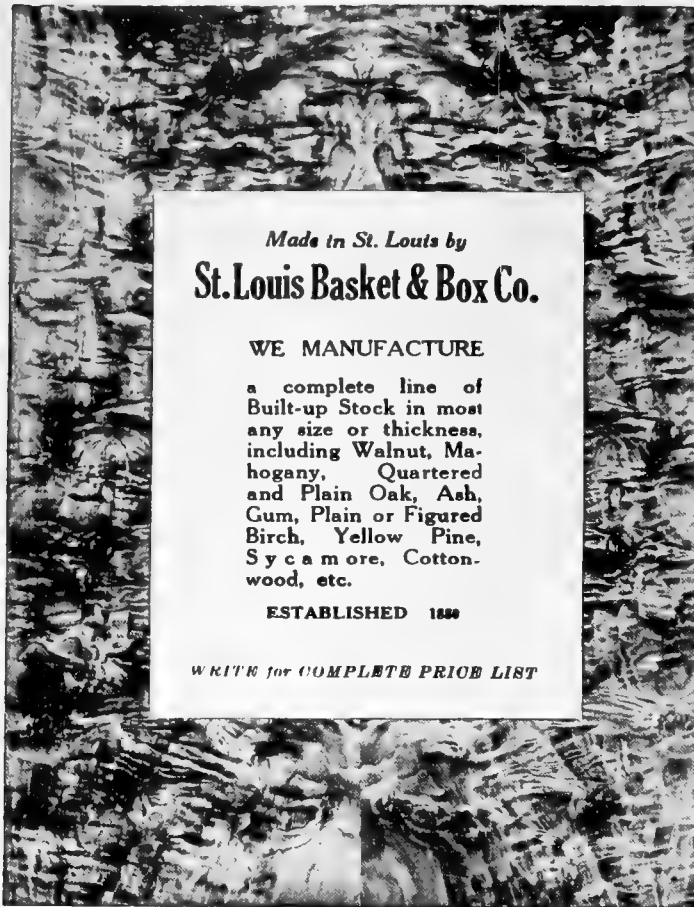
AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—SERVICE

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1888

WRITE for COMPLETE PRICE LIST

Veneered Panels and Veneers

We can ship at once stock size panels in the following woods in various thicknesses, 1s and 2s

Birch
 Cypress
 Yellow Pine
 Red and White Oak
 Qtd. Sawn Red and White Oak
 Red Gum (figured rotary cut)
 Qtd. Figured Red Gum
 Mahogany

3/8-in. 3-ply Fir Drawer Bottom Stock, S-2-S. 1/8-in. Rotary Cut Northern Red and White Oak Veneer. 1/8-in. Rotary Cut Birch Veneer, 6 to 36-in. wide, 72 to 96-in. long. Panels also made to your dimensions.

Geo. L. Waetjen & Co.
 Milwaukee Wisconsin

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
 10th and Murphy Streets Des Moines, Iowa

(Continued from page 36)

The annual report of the secretary-treasurer and the report of John C. Keller, the traffic commissioner, were read. Officers for the ensuing year were elected as follows: Edwin F. Karges, of the Karges Furniture Company, president; Harry J. Sabel, of the Evansville Furniture Company, vice-president; E. A. Schor, of the Karges Furniture Company, secretary-treasurer. The directors were chosen as follows: Gilbert H. Bosse, of the Imperial Desk Company; Edward W. Ploeger, of the Globe-Bosse-World Furniture Company; Elmer E. Schu, of the United States Furniture Company, and Sol A. Reese, of the Midland Furniture Company. The executive committee that will have charge of the Furniture Market is composed of the following: Gilbert H. Bosse, Henry W. Goebel, Clarence B. Noleting, Edwin F. Karges and Sol A. Reese.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.



A COE AUTOMATIC ROLLER VENEER DRYER

in operation in the plant of the Breece Manufacturing Company, Portsmouth, Ohio, where the celebrated "Breece Table Top" is made.

They say: "*It is indeed a pleasure to watch this Dryer operate.*"

It is noted for: *Its satisfactory service; Its labor saving; The high quality of its product.*

THE COE MANUFACTURING COMPANY
PAINESVILLE, OHIO, U. S. A.

WE BUILD ALL THE MACHINERY FOR A VENEER PLANT

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

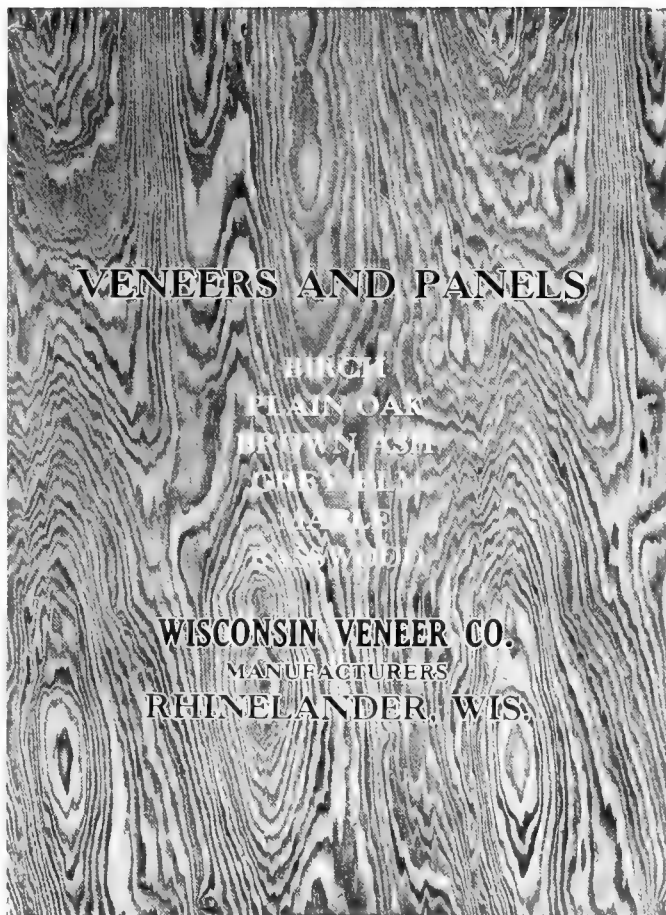
15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.

VENEERS AND PANELS

BIRCH
PLAIN OAK
BROWN ASH
CHERRY
SWEDEN
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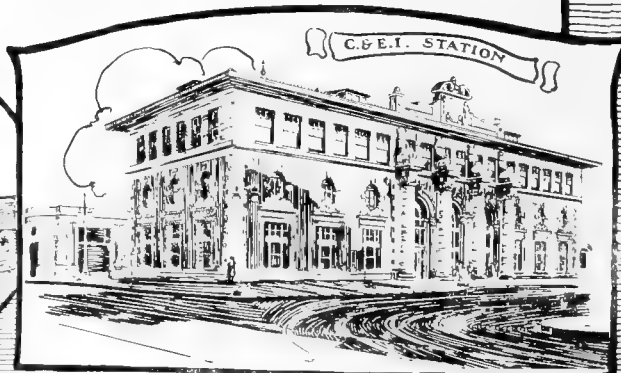
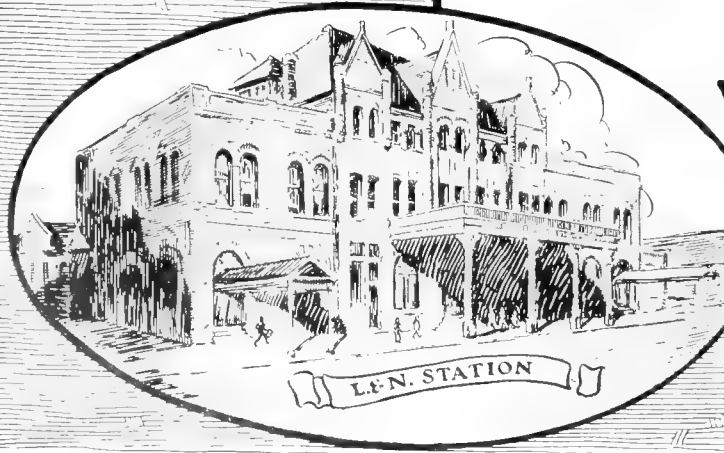
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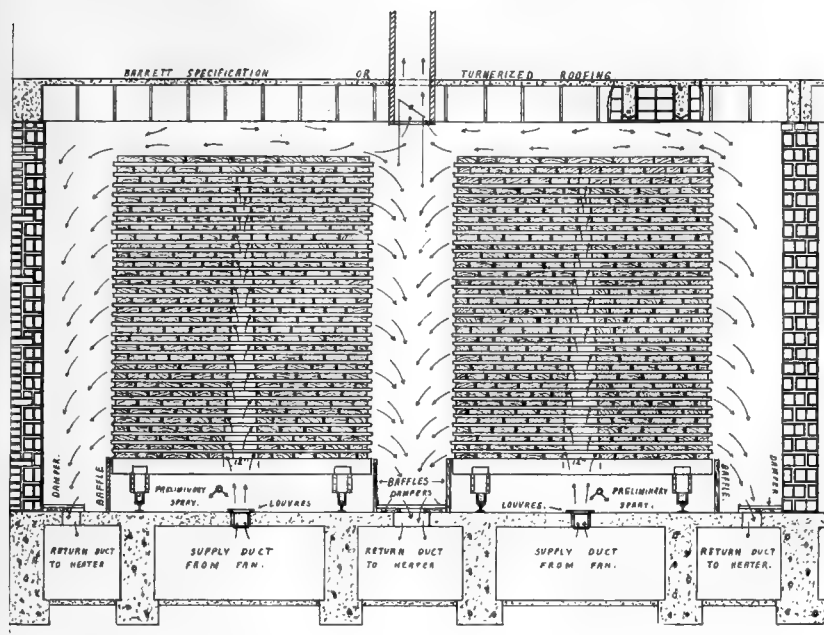
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BRANCHES IN 25 CITIES



The Southern Hardwood Situation

By Staff Correspondent

There is no effort on the part of southern hardwood manufacturers to deny that the market for hardwood lumber is extremely dull or that prices are on a wholly unsatisfactory basis. On the contrary, they freely admit that, while there is some business passing and while inquiries are becoming rather more general, dullness is as pronounced as it has been at any time this season, and that prices, if anything, are lower than they have been heretofore. Executives of two of the larger firms in Memphis, in an exchange of confidence at the Tennessee Club at the close of the preceding week, admitted that they had shipped fewer cars of lumber than they had ever shipped during the period from Jan. 1. One of them, in fact, stated that he had shipped only two cars thus far in February, while his shipments during the month of January were likewise only two cars. The other admitted that he had shipped so little that, although both his plants had been closed down since early in December (1920), he had as much lumber on hand as at the beginning of January, 1921. Interviews and discussions with other firms disclose that business is at a very low ebb, and that the volume of lumber moving out of Memphis is extremely light even for this time of year when business is usually rather quiet.

There are notes of optimism here and there, but they are quite "subdued." John W. McClure, secretary of the Bellgrade Lumber Company and president of the National Wholesale Lumber Dealers' Association, in an address made before the Rotary Club some days ago, predicted that the lumber market would return to normal "within six months." He said that any improvement would necessarily have to be gradual, and based his optimism on the fact that a visit to the East had disclosed that conditions among the woodworking industries are far better in that grand division of

the United States than in any other. He described markets in that territory offering finished lumber products as well booked with orders, and declared that conditions were showing substantial improvement.

James E. Stark of James E. Stark & Co., Inc., is also "slightly" optimistic regarding the early future of the hardwood industry, and bases his optimism on the fact that there is a better demand from manufacturers of interior trim and finish. He interprets this to mean that they are anticipating a substantial increase in building activity throughout the country in the near future. He says inquiries are of a more substantial character than heretofore, and that there are indications that some of the larger consuming interests regard the market as low enough to justify taking on their requirements for some time.

No Time to Speed Up

The average hardwood lumber manufacturer here, however, reports that there is very little doing, and that there is nothing to suggest immediate revival of demand from consuming and distributing interests in this country or abroad. Considerable attention has been attracted by an article appearing in a furniture trade paper suggesting return to normal hardwood business by April or May. This article has been given extremely wide circulation among manufacturers of hardwood lumber for whose special edification it seems to have been prepared. They do not believe that the deductions made therein are based on facts, and they have not, thus far, been induced to put their plants in operation in anticipation of a realization of the demand forecast therein. Indeed, the tendency is rather in the opposite direction. There is some resumption of manufacturing operations, but it may be authoritatively stated

that, with the exception of a few firms which have continued operations "regardless," there is not the slightest disposition to put idle machinery to work except in cases where logs must be converted into lumber to prevent total loss of the timber involved. And the majority of those who have timber which must be worked up are regretting seriously that they are placed in this position. "We are running our plant every day," said the head of one of the big manufacturing firms in New South Memphis, "but conditions do not justify the production of hardwood lumber and further increase of present holdings, and I would not turn a wheel if I were not forced to do so." This statement sums up the attitude of those firms which have been caught with logs and which cannot, without incurring an even greater loss, refuse to convert these logs into lumber.

The question naturally arises, what will these firms which are now forced to operate do when they have salvaged their logs and are no longer under the necessity of running their mills? The answer is quite as simple as the question is natural. "We are going to close down the very minute we get through cutting up our logs, unless the market, in the meantime, shows material improvement both as to demand and as to prices," declared one of the larger operators here, and the same answer has been made to the same question by a number of the more important producers of southern hardwoods. Indeed, some of them go so far as to predict that, without radical improvement in the general situation and in lumber itself, there will be smaller production of southern hardwoods 60 days hence than there has been at any time since the present depression manifested itself within the industry.

Production Conditions Bad

As to immediate production: Prospects are not at all encouraging. The South is now covered with a blanket of snow and sleet, so far as the hardwood producing territory is concerned, and it is practically impossible to make headway with logging or manufacturing operations. Just prior to the appearance of sleet and snow there were extremely heavy rains over the greater part of the lower Mississippi Valley. Flood conditions are beginning to make their appearance in Tennessee, Mississippi, Alabama, Arkansas and other southern hardwood producing States, and the time for spring overflows is close at hand. To make a long story short, those firms which are voluntarily operating their plants are encountering substantial difficulties in the way of weather, both in the woods and at their mills, while those who are attempting to convert, in self-defense, their present log supplies into lumber, are not escaping the difficulties confronting the first-named group. If conditions, marketwise, were normal, there would be a howl from one end of the lower Mississippi Valley to the other about the serious curtailment of hardwood output forced by present weather conditions. Now, with the market so lifeless, both as to demand and as to prices, scarcely a word is heard regarding operating conditions or the results obtained from such operations as are being attempted.

Stocks of hardwood lumber are quite full. This is conceded. Although only a small percentage of plants have been running during the past three or four months, they have produced, in the opinion of members of the trade here, quite as much lumber as they themselves, together with all the closed plants, have shipped during the same period. Stated differently, heavy curtailment of output has not appreciably affected stocks of hardwood lumber for the reason that shipments during the curtailment period have been so light. Here is the way one lumberman sized up the situation: "We have not shipped more than fifteen per cent of normal during the past three months. We have as good outlets as any of our competitors. Granting that curtailment of hardwood output has been eighty-five per cent during the past two months, it is easy enough to see that, if those who are shut down are not shipping more than fifteen per cent of normal, the firms producing fifteen per cent of normal are keeping the stock account pretty evenly balanced."

Market Is Being Met

While there are more inquiries, and while there is rather more business passing, there is a greater disposition on the part of some

of the larger manufacturers to "meet the market" than there was even a month ago, and it is believed by the majority of the trade that this attitude is responsible in a large measure for the fact that the tone is so poor. Those unwilling to sell at prices which others are willing to accept can do nothing except fold their hands and wait until there is a large enough demand to re-establish the market on a somewhat stabilized basis. It was pointed out some time ago that a large percentage of the "distressed" lumber on the market has been absorbed and that "forced liquidation" was practically at an end. It is quite apparent, however, that somebody is willing to meet the present low market, and, whether this represents distressed lumber, forced liquidation, sheer cussedness or any other contingency, the result is just exactly the same. As long as somebody is willing to meet the market the fellow who is not disposed to do so has not the slightest chance of defending himself and is placed in position where the best he can do is "watch and wait." This is perhaps responsible for the rather wistfully expressed desire of one of the larger producers here to "fall asleep today and wake up a year or so from now" in order that he might escape the "chafing against conditions" which is inevitable in the present situation.

Conference rates to the United Kingdom from southern ports have been reduced again, this time to a basis of 75 cents per hundredweight for heavy hardwoods and to 90 cents for light hardwoods. A short time ago, conference rates were reduced to 50 cents to the French and Atlantic range. Meantime tramp steamers are available out of New Orleans for United Kingdom ports at 60 to 65 cents per hundred pounds. There are very few "takers" of tramp steamship room, and, with business so small on the basis of tramp steamer rates, some exporters here emphasize that it is perhaps rather futile to anticipate appreciable movement of lumber to Europe at the conference rates, which, while lower than heretofore, still carry a large premium over the former. Some export business is being done, but it is extremely light and the majority of exporters believe that something more than reduction in ocean freight rates is necessary to insure better business with Europe. They hold that there must be a marked change for the better in fundamental industrial and financial conditions in the countries of Europe. Some are looking forward hopefully to the conference at London between the allies and representatives of the German government, to the possibility that the debt of England, France and other allied countries may be funded into long-term obligations, and to other factors in the making for improving conditions abroad. It is generally conceded, however, that, until something is really accomplished in the direction of fundamental improvement, export business in southern hardwoods is likely to continue small.

Chicagoans Want to Utilize Cheap Lumber

The low price of lumber as compared to other building materials may result in the construction of thousands of frame houses in Chicago within the next few months. Realizing that present lumber values offer an unusual opportunity for the Chicagoan of moderate means to build a home, and thus escape the inordinate greed of the typical Chicago landlord, the union carpenters have started a movement to have fire restrictions suspended in certain specified areas of the city so that frame structures may be erected. The areas specified are prairie and other sections, west and south, in which there is a great deal of vacant property at comparatively low prices.

At the request of the carpenters one of the aldermen in the Chicago City Council introduced a motion on Feb. 13 providing that the building committee of the council and the building commissioner select areas now within the fire limits, in which fire restrictions may be suspended, so that the homeless may take advantage of the falling price of lumber to build cottages.

This motion carried. Mayor Thompson, who was attending the session of the council, said in reference to the motion: "I have been told that the price of lumber has been reduced 50 per cent by one concern."

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L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

Pertinent Information

Cleveland-Oconee Company Reports on Cyclone

One white person was killed and twenty-nine negroes injured in the cyclone which struck the residence section of Gardner, Ga., about 1:45 p. m., Feb. 10, according to a report of the disaster received from the Cleveland Oconee Lumber Company of Atlanta, Ga., which has mills situated near the territory ravaged by the cyclone. Twenty-two houses were demolished, together with a church, dining hall, barn and three houses belonging to the Central of Georgia Railroad. The company's mills and lumber yard were on the edge of the storm area and were damaged very little. The mill, which was in operation at the time, has been repaired sufficiently to permit resumption of operation. The company plans to rebuild the demolished houses at once in order to reorganize its crew and get back to normal business. This is expected to take several days.

The company writes that the homeless have been well taken care of, and commends the American Red Cross for the prompt relief given, sending nurses and supplies and performing wonderful service for the restoration of order and the relief of the sufferers from the storm.

Welsh Joins Serfas Sales Organization

The Serfas Lumber Company, Easton, Pa., announces that E. C. Welsh, formerly of the Berry Lumber Company of New York City, has been added to its sales force and is covering Eastern Pennsylvania and New Jersey. Mr. Welsh has had years of experience in the lumber business.

Log Loading Tariff is Reduced

The Missouri Pacific system has issued tariffs, effective March 1, 1921, providing for a charge of \$100 a day for locomotive and train service in log loading as against the present rate of \$135 a day, according to announcement made by the Southern Hardwood Traffic Association. The tariff became effective as of Oct. 1, 1920 on Louisiana State traffic.

Railroad Company Organized to Develop Big West Virginia Timber Holding

Announcement has been made in Dunbar, W. Va., of the organization of a company capitalized at \$7,500,000 for the purpose of building a standard gauge railroad for developing the coal and timber resources along Glade creek in Raleigh and Summers counties. The new railroad will connect with the Chesapeake and Ohio railroad, which will necessitate the building of a bridge 750 feet in length across New River at the mouth of Glade creek. The plans conceive of ultimately extending a heavy coal and lumber traffic standard gauge railroad through the great Flat Top mountain region of Raleigh and Mercer counties, to connect with the Virginian and Norfolk and Western systems.

In the construction of the railroad the coal people will be associated with lumber interests, headed by Ernest S. Simmons, vice-president and general manager of the Boon Timber Company. Mr. Simmons has acquired extensive holdings of virgin timber in the Glade creek section of Raleigh county, consisting of white oak, poplar and white pine, and contemplates the construction of a modern nine foot band mill with re-saws.

The railroad will be constructed by the New River and Pocahontas railroad company, which has been incorporated for \$1,000,000 by Ernest A. Simmons, Charleston; Robert F. Bopes, New York City; William G. Conley, Lee Ott, James T. Lightner of Charleston.

It is estimated that there will be between 150,000,000 and 200,000,000 feet of lumber to come to market over the New River and Pocahontas railroad in addition to the tremendous coal tonnage to be developed.

The general headquarters of the railroad will be at 11 Stone street, New York City and an office may be opened in Charleston, W. Va.

File Overcharge Claims Before March 1

The Southern Hardwood Traffic Association, under date of Feb. 17, advised its members that it had received information from the Interstate Commerce Commission suggesting the advisability of filing with that body all claims for *straight overcharges* and that Feb. 28, 1921, is the last date for getting such charges properly registered with that body. This ruling applies to claims for overcharges arising under federal administration of the railroads, and is based on the fact that the Transportation Act of 1920 gave one year from March 1, 1920, for the filing of such claims with the commission.

This ruling is in direct contrast with the interpretation made by J. V. Norman, general counsel of the association, and is therefore contrary to the position heretofore taken by this organization.

The association points out that failure to register these "straight overcharge" claims will not bar those who hold them from taking them into the courts.

The association has prepared a form on which these claims may be registered, and it has advised its members to fill these out immediately and send them under registered letter, so that receipt may be had, in order that they will reach the commission "not later than Feb. 28, as March 1 will be too late."

Baltimore Export Values Cut Sharply

The statement of exports of lumber and logs from Baltimore for December, 1920, this port, which was issued last week, shows a sharp decline in

the declared valuation, as compared with the same month in 1919, indicating a marked shrinkage in the movement and reflecting the effect of the quiet that has prevailed for some time. The total declared value of exports was only \$282,248, as compared with \$535,619 for December of 1919, with oak boards in first place with 639,000 feet shipped, of a value of \$90,485. Poplar was represented by only 14,000 feet, of a value of \$2,261, while hardwood boards figure on the list with 243,000 feet, of a declared value of \$40,025. Other items are: Hardwood logs, 11,000 feet, value at \$1,350; other lumber, \$14,487; furniture, \$2,756; implement handles, \$19,289; staves, \$19,798, and "other manufactures of wood," \$63,340. In December, 1919, not less than 1,469,000 feet of oak boards, of a declared value of \$143,060, was sent out, together with 908,000 feet of poplar boards, valued at \$95,893; 1,561,000 feet of hardwood boards, valued at \$212,342; doors, sash and blinds, \$17,407; implement handles, \$4,880; staves, \$17,036, and "other manufactures of wood," \$28,723. The advance in the value of the shipments, in some divisions at least, seems to have been arrested, prices having apparently gone up as high as they could be put, which development may be expected, in the long run, to produce a good effect upon the business, putting an end to the hesitancy that has prevailed.

January Building Statistics from 203 Cities Show Fifty Per Cent Drop Compared with Same Month of 1920

Building permits for January, 1921, issued in 203 cities, as officially reported to The American Contractor, total \$62,150,461, as against \$126,387,654 for the corresponding month of 1920. This is equivalent of a 50.9 per cent decrease in projected activity, but is not so disparaging in comparison as it might seem on first sight, because in January, 1920, an abnormally high valuation of permits was issued.

A comparison of activity in fourteen cities* from 1914 to 1921 shows the following very pertinent facts:

Year	Total valuation of building permits	Valuation of January permits	Percentage relation of January permits to year's total
1914.....	\$450,000,000	\$38,330,000	8.5
1915.....	512,000,000	30,530,000	5.9
1916.....	633,000,000	35,660,000	5.6
1917.....	394,000,000	38,890,000	9.8
1918.....	211,000,000	16,010,000	7.9
1919.....	711,000,000	12,890,000	1.8
1920.....	765,000,000	72,000,000	9.4
1921.....	.....	32,240,000	....

The seventy-two million valuation of permits in these fourteen cities for January, 1920, was far out of the ordinary range of the first month figures and out of proportion for the total valuation of the year's permits. The average relation of January permits to the total volume of the year from 1914 to 1920 is six and six-tenths per cent. Being conceded that January of this year is not an auspicious month for a start, it follows that the actual figures make a very good showing, and that if the year runs on the average relation of January to the whole year, the total volume of 1921 permits will be around \$519,000,000.

Very few cities show a January, 1921, volume equal to last year's. The cities going over the million dollar mark in either January, 1920, or in 1921, are listed, and it will be noted that in only two cases, New Bedford, Mass., and Kansas City, is there a gain for this year over last. The remainder of these important cities reflect the hindrances imposed by lack of flow of money to investment building.

Damning material prices and labor costs keep out the little money which might ooze past the attractive channels to bond investment wherein eight per cent yields are so sure they need no advertising here.

The only noticeable channel which has been dug to let a little money flow to building is the increase in labor efficiency, and the cry for lower wages has been so loud that attention has been diverted from this factor, which really merits more attention. Men are laying more brick and wheeling more barrows per hour than they were six months ago, and the saving is a real saving, which can be kept in the investor's pockets. Men can be gotten for the job without trouble and efficiency has increased.

*The fourteen cities which The American Contractor has used as a base for special study from 1914 to 1921 are Baltimore, Boston, Chicago, Cleveland, Detroit, Kansas City, Los Angeles, New Orleans, New York (five boroughs), Philadelphia, Pittsburgh, San Francisco and Seattle.

Start Sash and Door Factory

Notwithstanding the unpromising outlook at the present time, C. D. Mabry and associates have begun the construction of a sash and door factory in the western part of Beaumont, Tex., and expect to have it in operation within the next sixty days.

The mill will be equipped with new and modern machinery, electrically driven throughout. The plant will cost approximately \$15,000.

Fish Company Speeds Up

The Chas. W. Fish Lumber Company, which operates five large saw-mills in Northern Wisconsin, started up the day shift at its Antigo, Birnamwood and Tiles mills on Feb. 1. It is expected that the Crandon mill will start sawing about March 1.

The mill at Elcho, Wis., which was struck by lightning and burned last

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

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summer will be rebuilt this spring. The construction work will be started as soon as spring opens up.

Frank Sawtell, well and favorably known to the Wisconsin and Michigan trade since February 1, represents the Chas. W. Fisher Lumber Company of Elcho, Wis., in this same territory. For the past few years he was connected with the Mason-Donaldson Lumber Company of Rhineland, Wis.

V. J. Euler of Erie, Pa., has joined the sales force of the Chas. W. Fish Lumber Company, with headquarters at Elcho, Wis. Mr. Euler was formerly with the Lyman-Felheim Company of Erie, Pa., and also with the Union Wholesale Lumber Company of Youngstown, Ohio.

Turtle Lake Lumber Company Moves

The general sales office of the Turtle Lake Lumber Company was moved from Grand Rapids, Mich., to the company's operations at Winchester, Vilas county, Wis., on Feb. 1. This is a local point on the Mercer branch of the Chicago & Northwestern railroad.

The Mail Bag

New York, N. Y., Feb. 14.—Editor HARDWOOD RECORD: Could you advise us of anyone who could get out the following stock in birch or similar lumber: 10,000 2 $\frac{1}{2}$ x 4 $\frac{1}{2}$ x 4 $\frac{1}{2}$, 42,000 $\frac{3}{4}$ x 5 $\frac{1}{2}$ x 5 $\frac{1}{2}$, 42,000 $\frac{3}{4}$ x 6 $\frac{1}{2}$ x 6 $\frac{1}{2}$, 6,000 $\frac{3}{4}$ x 7 $\frac{1}{2}$ x 7 $\frac{1}{2}$. Stock should be S2S and would be used for solid wood wheels.

Editor HARDWOOD RECORD, Chicago: We are looking up information pertaining to the early history of woodworking machinery, and it occurred to us that you might know where we could obtain articles with descriptions or cuts of some of the oldest types of machines.

We would like to know when the circular saw was first introduced, also about the time revolving heads were first used for planing lumber.

About sixty years ago we saw a machine in England making flooring by pushing the board underneath a stationary cutter or knife. The tongue and groove being made in the same way, that is, the shaving taken off was the whole length and width of the board.

We know rotary cutting heads were in use long before that period, but we do not know how extensively the stationary knife machine was used.

Any information you may be able to give on the subject or where we should look for such information will be greatly appreciated.

Should any of the readers have information on any of the above points will be glad to have it.—EDITOR.

Clubs and Associations

Transit Arrangements Granted

The Southern Railway, according to announcement just made by the Southern Hardwood Traffic Association, has issued tariffs applying at Louisville, Ky., and Cincinnati, O., granting transit arrangements effective March 6, 1921. These arrangements include assorting, storage, drying etc.

The Illinois Central and Yazoo & Mississippi Valley roads have similar tariffs in the hands of the printers, which will apply at Memphis, Tenn., Louisville and Paducah, Ky., and Jackson, Miss., which will become effective about March 25, according to the same authority.

These arrangements, the association states, are not quite as broad as desired, and it is working on an extension thereof. The Interstate Commerce Commission, it points out in this connection, will probably announce its decision in the transit case within the next thirty days. It also states that, thus far, progress in the transit case has represented a tremendous victory for members of this organization.

The transit arrangements which the railroads are putting into effect are voluntary on their part, having been ordered by the interested carriers without awaiting the formality of a decision from the commission. It will be recalled that the attorney-examiner who heard this case at Memphis made a favorable recommendation and also that the Southern Railway, the Frisco system and several other roads announced that they would grant transit privileges. The Illinois Central followed the lead of the Louisville & Nashville in this respect.

Massachusetts Wholesalers Meet

The Massachusetts Wholesale Lumber Association held its annual meeting and banquet at Young's Hotel in Boston on Monday evening, Feb. 7. The following officers were elected: President, Charles P. Woodworth of the Woodstock Lumber Company; vice-president, Vernon M. Hawkins of W. R. Chester & Co.; treasurer, Edward Carleton Hammond; secretary, Arthur M. Moore (re-elected); delegate to Chambers of Commerce of the United States; H. W. McDonough; delegates to the Massachusetts Chamber of Commerce, Horace M. Bickford, William E. Litchfield and Wendell M. Weston; directors, Charles P. Woodworth, Vernon H. Hawkins, E. C. Hammond, Gardiner I. Jones, Wendell M. Weston, Clifton F. Leatherbee, Harry C. Philbrick, Don F. Cutler, Frank Schumaker, Wells Blanchard and William Bacon. Harris A. Reynolds, secretary of the Massachusetts Forestry Association, was the chief speaker. He told of his experiences and observations during a tour of the national forest reservations. Secretary Schupner of the National Wholesale Lumber Dealers' Association spoke of the lumber outlook. He said he looked for a steady improvement in trade, though with an "up and down period" for a couple of months. He said it was a hopeful sign that mills now are in such position they don't have to operate for a loss. He told of knowing of one hardwood mill that can sell for \$30 log run at the mill and make money provided it can operate at the rate of 2,000,000 feet a month. He said that a short time ago this price would have been \$20 out of the way. The retiring president of the association, Gardiner I. Jones, presided at the banquet till the election of officers, when he resigned the chair to his successor. He is head of the Jones Hardwood Company of Boston, with extensive connections in the South and West. The new president is a spruce dealer.

Knoxville Club Is Thriving

Under the recently elected president, J. M. Logan, of the J. M. Logan Lumber Company of Knoxville and Cincinnati, the Lumbermen's Club continues to thrive and increase in membership.

A plan put into effect by President Logan of having one special speaker from the club membership, and one from outside the club membership at each meeting is proving highly interesting and beneficial.

Malcolm Miller, with Walter McCabe, the hardwood wholesaler, was the club speaker for the meeting of Feb. 18, and he made a most interesting talk about a recent "swing around the circle," including Cincinnati, New York, Baltimore, Washington and West Virginia mills. His talk was pessimistic as to lumbermen receiving any advanced prices during 1921, though he thought business would increase with the year. He had visited wholesalers, wood manufacturing plants, exporters, railroad buyers and mills, hence had a fairly composite view of the present situation in the points visited. He said that producers quoted a wide variety of prices, there being differences of as much as sixty per cent on standard items.

A committee was appointed to protest against the proposed severance tax law, passed on second reading by the Tennessee legislature, which will take it up at its adjourned session on March 7. This law provides for a two per cent tax on the value of logs when cut, and the same tax on all things taken from earth or streams, except farm products and fish.

Loggers Prepare to Attend Congress

T. Sunderland, secretary of the Appalachian Logging Congress, which has its permanent headquarters in Knoxville, Tenn., in the Business Men's Club, next to the headquarters of the Lumbermen's Club, states that a large number of acceptances have already come in from members for the spring meeting to be held in Cincinnati, April 28, 29 and 30. F. G. Norcross, president of the club, at Norma, Tenn., manager of the plant of the New River Lumber Company and chairman of the executive board; M. W. Stark of the American Column & Lumber Company, Columbus, O., especially are shelling the woods for additional members and for a big attendance at the Cincinnati meeting. W. C. Champion, the Cincinnati representative of the Clyde Iron Works, is chairman of the entertainment committee, and is already getting his plans in shape. Chairman and members of other committees are taking the greatest interest in their work, and the congress is flourishing. The Lumbermen's Club of Cincinnati, through Secretary E. J. Thoman, has addressed a letter to all members of the congress urging their attendance at the Cincinnati session.

State Timber Reproduction Urged

The Maryland Forestry Association at its annual meeting, held in the Academy of Sciences in Baltimore, Feb. 8, applauded a declaration by W. McCulloh Brown, president, to the effect that as there is small chance of hardwood timber stands in Western Maryland developing to maturity under private ownership, the state should take over at least 200,000 acres of land not adapted to agriculture in that section for production of timber as a state resource. This could be accomplished by a bond issue or a series of appropriations, Mr. Brown suggested.

W. B. Greeley, chief forester of the United States Forestry Service, was the principal speaker of the evening.

F. W. Besley, the Maryland forester, declared the state could save not less than \$100,000 a year by preventing forest fires.

Duggan Made Assistant to Schupner

L. N. Duggan has been engaged as assistant to Secretary W. W. Schupner of the National Wholesale Lumber Dealers' Association, New York. Mr. Duggan is 27 years of age and has had considerable experience with other organizations, which fit him to assume his duties as assistant to the secretary of the National association, especially in connection with matters pertaining to the credit department, which has grown to be the

most valuable feature of membership in the National Wholesale Lumber Dealers' Association. Mr. Duggan was formerly with the Retail Credit Company, a national mercantile agency, whose home office is in Atlanta. He has also been located in Philadelphia, New Orleans, Memphis, Baltimore and Albany. In addition to this varied experience he has seen considerable service overseas, handling work of an executive nature, which will enable him to undertake his association duties on a most efficient basis.

Memphis Club Opposes Severance Tax

The Lumbermen's Club of Memphis at its regular semi-monthly meeting at the Hotel Gayoso, Feb. 19, went on record as opposing the Severance Tax bill, now pending before the legislature of Tennessee. This provides for the imposition of a severance tax of two per cent on the value of all timber at the time the removal is made, and gives the authorities of the state, in charge of the collection of this tax, the right to investigate the books, records and files of every one in Tennessee engaged in the lumber industry.

This taxing bill, which is in the nature of a licensing measure, contains many objectionable features. It developed, during the discussion, that the principle of forest conservation, which is the basic idea in legislation of this kind, is entirely absent from the present measure. It was pointed out by S. B. Anderson, president of the Anderson-Tully Company, that there would not be the slightest objection to a tax on timber as it is removed if this were the only tax to be imposed, but that the double system of taxation—taxes every year on the standing timber and then a severance tax at the time of cutting—was wrong in principle and defeated the forest conservation purpose.

The law and insurance committee, which brought the subject to the attention of the club, was authorized to continue to handle the matter and to employ counsel, if necessary, to fight the bill as it now stands. Members of the club, too, were requested to write letters to the Memphis and Shelby county delegation to the present legislature voicing their opposition to the bill and stating, in plain language, just why they object.

It is quite apparent that the club will, in further handling of this subject, work for the defeat of the present measure by offering a bill that will effect real forest conservation and that will remove present objectionable features.

J. H. Hines, president of the club, made the statement that it would be a serious handicap to Tennessee lumbermen if they had to pay this severance tax while other lumbermen, operating in other states, did not have to pay a similar one. He pointed out that they all sold in a common market, and that the fellow who paid the tax was at just that much disadvantage compared with the man who did not.

"Indications point to increased building activity in the near future," said Col. S. B. Anderson, in a brief talk on the hardwood lumber outlook. "Homes cannot be built without the use of hardwood flooring, and these homes must be furnished, when they are built, largely with furniture made of oak and gum. Flooring manufacturers will increase their activities when this building really starts, and they will furnish orders for low grade oak when they do start their plants on fuller time. I know that it is rather hard to endure present conditions in the hardwood industry, but really there is no reason for so much pessimism or for so much long-facedness among the lumbermen. Other lines are improving, and this improvement is bound to be reflected in the lumber industry in the near future."

Gordon Reynolds of the Reynolds Lumber Company, New Albany, Ga., expressed surprise over the low prices at which lumber is being sold in the Memphis territory, and told members of the club that they ought to "stiffen their backbone" a bit. He reported considerable improvement in the southeastern states, and said that prices on certain kinds of lumber handled by his firm were \$3 to \$4 per thousand higher than 60 days ago. He also noted that a number of consuming plants were starting up operations in Chattanooga, Atlanta and other southeastern centers.

Action on the Metric Standard bill now pending before Congress was deferred until the next meeting.

Four new members were elected: T. J. Morris and Shelby Preston, Anderson-Tully Company, Memphis; J. T. Sullivan, Phil A. Ryan Lumber Company, Lufkin, Tex., and A. B. Speight, Brown Brothers Lumber Company, Memphis.

There were 90 members and visitors present. A. J. Kerns won first attendance prize of \$5, and the second, amounting to \$3, went to C. A. Lacy.

Evansville Club Meets March 8

The next regular meeting of the Evansville Lumbermen's Club will be held Tuesday night, March 8, at the New Vendome Hotel, and several important business matters will be taken up after a business men's luncheon has been served under the direction of William S. Partington, the secretary and treasurer of the club. Louis A. Holtman of the membership committee has announced that he will have several new applications for membership. Gus Bauman of the entertainment committee says that plans will be started within a short time for the regular summer outing of the club, which will be held some time during the month of June on the Ohio river. John C. Keller, traffic manager of the club, says he probably will have some important matters to bring up before the March meeting of the club.

"Other woods like cherry, mahogany and walnut show declines. Many

Bannister Made President of Long-Bell

The election of R. A. Long, for twenty-six years president of the Long-Bell Lumber Company, as chairman of the board of directors, and the naming of F. J. Bannister as president of the company, was announced recently, following the annual meeting of the board of directors in Kansas City, Mo.

In assuming the chairmanship of the board, Mr. Long will continue the same active participation in the affairs of the company which has marked his connection with Long-Bell interests since the original R. A. Long & Co. was formed at Columbus, Kan., in 1875.

Joining the Long-Bell organization in 1882 as bookkeeper, Mr. Bannister was made assistant secretary in 1900. The next year he became secretary and in 1903 secretary-treasurer. In 1912 he became vice-president of the associated companies, and in 1914 was elected vice-president of the Long-Bell Lumber Company and president of the associated companies. He held the latter position at the time of his election as president. He will continue to be president of the associated companies.

Mr. Bannister was born in Watertown, N. Y., in 1869, and with his parents moved to Olathe, Kan., in 1877. Mr. Bannister now lives at Hickman Mills, near Kansas City, on LaCima farm and is a Jersey cattle enthusiast. He is a director of the Commerce Trust Company of Kansas City, member of a number of clubs and is well known in all business and civic circles.

Changes in organization at this time also include the election of M. B. Nelson, general sales manager, as first vice-president. Mr. Nelson joined the Long-Bell organization in 1898. J. H. Foresman, manager of the retail department, who has been with the company since 1889, was elected second vice-president. J. D. Tennant, manager of the manufacturing department, was elected third vice-president. Mr. Tennant became a member of the organization in 1898.

Snark of the Universe Well Again

Laurent M. Tully of the L. M. Tully Lumber Company, St. Louis, Mo., and Snark of the Universe of the Concatenated Order of Hoo-Hoo, operated on lately at St. John's Hospital, has fully recovered and is back at his office.

American Overseas Company Expands

The American Overseas Forwarding Company announces that it took over the Buckeye Forwarding Company, Columbus, O., effective Feb. 14, and that Theo Davis, now district manager of the Southern Hardwood Traffic Association, with headquarters at Cincinnati, who was formerly connected with the absorbed company, will have charge of all the business of the American Overseas Forwarding Company in central and eastern territory as general agent.

Absorption of the Buckeye Forwarding Company represents the first notable expansion made by the American Overseas Company since it was organized less than two years ago. The company now has offices at Memphis, New Orleans, Helena, Ark., Louisville and Cincinnati.

Tustin Company Increases Capital

The Tustin Hardwood Lumber Company has recently filed application for an amendment to its charter whereby it seeks to increase its capital stock from \$15,000 to \$125,000, by way of converting its surplus into working capital. Reorganization of the company is contemplated and under the reorganization two employees that have been with the firm for some years are taken in as stockholders. They are J. F. Minge, who is to be secretary, and F. A. Peltier, who is to become a member of the directorate. Jos. A. Peters, another new stockholder, will head the accounting department. J. L. Merce is to be general counsel.

This company operates a large hardwood mill at Ruleville, Miss., maintains extensive yards in Memphis and has sales offices at Detroit, Mich., in charge of H. E. McClure.

Strong Organization Enters Wholesale Lumber Field

A most important addition to the Chicago wholesale lumber group has been made with the launching of the National Lumber & Timber Company by Edward L. Thornton, former president of the Thornton-Claney Lumber Company; W. B. Vanlandingham, formerly manager of the southern pine department and purchasing agent of the Edward Hines Lumber Company, and Bert E. Cook, Illinois sales representative of the Missouri Lumber & Land Exchange Company of Kansas City, until his resignation Feb. 1 to join his present associates in the formation of the new company. Mr. Thornton is president of the company, Mr. Vanlandingham the vice-president-secretary and Mr. Cook the treasurer. All three of the organizers of the company have behind them years of successful endeavor in the lumber industry and give to their new concern an accumulation of most valuable experience and prestige.

The new company has been incorporated and offices opened at 705 Tower building, 6 North Michigan avenue. The company is incorporated for a large figure and will handle both hard and soft woods, wholesaling their lumber wherever a proper trade can be made in this country or abroad.

Affiliated with the National Lumber & Timber Company, but an entirely separate organization except for its officers, is the Thornton-Vanlandingham-Cook Lumber Company, which will operate a distributing yard on the north side of Chicago, from which the city and territory within its shipping zone will be served. The yard is situated on Elston avenue, between North Central avenue and the main line of the Chicago, Milwaukee, St. Paul & Puget Sound railroad. It will carry in pile from 20,000,000

to 30,000,000 feet of diversified lumber and timbers, and will be equipped with a saw mill and planing mill. The yard is large enough to permit of the installation of a creosoting plant and box factory should the owners ever decide to make these additions to their equipment.

The Thornton-Vanlandingham-Cook Lumber Company expects to complete the construction of railroad tracks, saw mill and planing mill, offices, sheds and all other needed buildings by May 1. But it will be in position to serve its trade within the next thirty-five days.

Hanbury Launches Wholesale Firm

The H. L. Hanbury Lumber Company is now contesting for business in the Chicago field, having been organized and incorporated by H. L. Hanbury, who is president of the new concern. The company has opened offices at 716 Ashland Block, Chicago. It will carry on a wholesale business in all woods, with the exception of northern stock. The vice-president of the company is W. W. Crissinger and the secretary-treasurer S. J. Andelman. Mr. Hanbury is only thirty years old, but has had eighteen years' experience in the lumber business. In point of his experience, Mr. Crissinger is one of the oldest lumber salesmen in the Chicago territory, having been at it thirty-five years. Mr. Andelman is an attorney and master in chancery in the circuit court of Chicago and will not take an active part in the business.

Chicago Lumbermen's Association Engages New Secretary

A new secretary for the Lumbermen's Association of Chicago, Samuel F. D. Meffley, formerly of Toledo, O., was selected by the directors of the association at a meeting held on Wednesday, February 16. Mr. Meffley immediately succeeded Edwin E. Hooper, who resigned the secretaryship of the association at the last annual meeting, following a service of thirty-two years.

Secretary Meffley has behind him a wide and useful experience in association work, which is expected to be of material assistance to him in his work for the lumbermen. He was assistant secretary of the Toledo Commerce Club for four years and during that time served as organizing and directing secretary of a multiplicity of war work organizations throughout northwestern Ohio. Mr. Meffley also served a year as secretary-manager of the Toledo Automobile Club and for the past eight months has been manager of the Illinois Automobile Club, with headquarters in Chicago. He graduated from Ohio Wesleyan University in 1913. His forte is association organization and he expects to immediately set in movement a campaign to enlarge the membership of the Lumbermen's Association of Chicago.



F. D. Meffley

Huge Missouri Land Transfer

In what was doubtless the largest real estate transfer ever recorded in Mississippi County, Mo., the Three States Lumber Company of Charleston, Mo., transferred to its individual members, 21,360 acres of land in that county also half a section in New Madrid County.

Suit was filed January 22 in the Circuit Court here for title by members of the company. The company several years ago paid a \$5,000 fine under the statute prohibiting a corporation from holding undeveloped land longer than five years.

Second Victim of Auto Crash Dies

Edwin L. Halloway, aged 31, personnel manager of the W. M. Ritter Lumber Company, died at Grant Hospital, Columbus, recently from the effects of an automobile accident Jan. 1. He was injured at the same time that Harvey Derne, production manager of the company, was killed. For a time he was expected to recover, but a wound received while he was serving in the United States army in France reopened and death ensued. He was a member of the Twenty-seventh division during the world war, coming out as a captain. He was a member of a number of clubs, including the Gyro Club. The funeral took place at Columbus.

Chas. W. Fish Sales Force Meets

One of the meetings that go far towards making the Chas. W. Fish Lumber Company one of the most efficient organizations in the North was a general conference of the entire sales force of this company held at Elcho, Wis., the week of February 1. Several days were put in to splendid advantage by the salesmen, visiting each of the five mills of the

QUARTERED WHITE OAK	
4/4" No. 1 Common.....	3 cars
4/4" No. 2 Common.....	1 car
PLAIN WHITE OAK	
4/4" No. 1 Common.....	3 cars
4/4" No. 2 Common.....	3 cars
6/4" FAS.....	1 car
6/4" No. 1 Common.....	1 car
PLAIN RED OAK	
4/4" No. 1 Common.....	4 cars
4/4" No. 2 Common.....	5 cars
PLAIN MIXED OAK	
4/4" No. 3 Common.....	10 cars
5/4" No. 3 Common.....	1 car
QUARTERED GUM	
8/4" No. 1 Com. & Btr., Red 2 cars	
8/4" No. 1 Com. & Btr., Sap 3 cars	
PLAIN RED GUM	
4/4" No. 2 Common.....	3 cars
5/4" No. 1 Com. & Btr.....	1 car
6/4" No. 1 Com. & Btr.....	3 cars
TUPELO	
4/4" No. 1 Com. & Btr.....	6 cars
ELM	
4/4" No. 2 Com. & Btr.....	2 cars
CYPRESS	
4/4" No. 1 Shop.....	5 cars
4/4" Select.....	2 cars
8/4" Select & Btr.....	1 car
COTTONWOOD	
4/4" No. 1 Common.....	10 cars
4/4" FAS, 6-12".....	5 cars
4/4" FAS, 13-17".....	1 car
4/4" Box Boards, 9-12".....	2 cars
TWO BAND MILLS	
100,000 ft. daily capacity	

Miller Lumber Co.
MARIANNA, ARK.



company in order to get thoroughly acquainted with the stocks in pile and also those in the process of manufacture. The meeting was concluded Saturday with a general discussion of market conditions, future prospects, prices, etc.

Those attending the meeting were: Frank R. Handeyside, sales manager; Miss E. S. Gallet, manager wholesale department; V. J. Euler, assistant sales department manager; L. B. Smith, in charge of Chicago office; H. A. Hazen, Rockford, Ill., representing Southern Wisconsin and Northern, Ill.; Frank C. Sawtell, Rhinelander, Wis., representing Northern and Central Wisconsin and Minnesota; W. B. Sabin, Detroit and Grand Rapids, Mich.

Hardwood News Notes

CHICAGO

F. R. Gadd, manager of statistics of the American Hardwood Manufacturers' Association of Memphis, was in the city February 15.

Among the southern hardwood lumbermen visiting in Chicago during the week of February ending the nineteenth were S. M. Nicky of Nicky Brothers, Inc., Sam Thompson of the Anderson-Tully Company, Robert Lockwood and H. P. Moyer of the Moyer-Shafer Hardwood Company, all of Memphis. A. E. Moreland of the G. L. Keller Lumber Company, Meridian, Miss., was also in the city during that time.

Among the Chicago lumbermen who attended the annual meeting of the Northern Hardwood Wholesalers Association in Milwaukee Feb. 15 were F. M. Baker, A. J. Barker, Joe Dion, Tom Moore, E. A. Mercedal, L. B. Smith, A. C. Quixley, G. H. Vangsness and Gus Heinemann.

Considerable optimism is developing in the eastern lumber centers, according to the experience of Claude Wertz and B. E. Bowman of the Maley & Wertz Lumber Company, Evansville, Ind., who stopped over in Chicago on Feb. 21 while enroute home to Evansville.

W. W. Schupner, secretary of the National Wholesale Lumber Dealers' Association, New York City, was in Chicago recently conferring with various local members of his organization concerning arrangements for the annual meeting of the association.

Two important lumber events that will take place in Chicago during

March are the annual meeting of the National Wholesale Lumber Dealers' Association at the New Drake Hotel, and the Third American Lumber Congress at the Congress Hotel. The former meeting will take place March 29 and 30 and the second March 30 to April 1.

BUFFALO

Numerous vacation trips are being enjoyed by the members of the hardwood trade these days. Hugh McLean left a few days ago for a six weeks' trip to California. W. W. Reilly has gone on a two months' trip to Panama, California and the Hawaiian Islands. M. M. Wall left about a week ago for a winter vacation at Mount Clemens. O. E. Yeager has returned from a week at New York and Atlantic City. A. J. Chestnut has been spending several weeks recuperating in Florida.

Charles H. Honeck, president of the Batavia & New York Woodworking Company, is devoting his energies to putting across a \$15,000 campaign to purchase a site for the new Batavia Car Works, Inc. Mr. Honeck is president of the Batavia, N. Y., Chamber of Commerce, and so has charge of the drive, on which thirty teams are working.

The corporation of Davenport & Ridley has been dissolved and is succeeded by B. E. Ridley & Son at the same address, 1128 Seneca street.

BOSTON

Exports of hardwood lumber and other hardwood products from the port of Boston for the month of December, 1920, statistics of which have just been made available by the collectors of the port, were as follows: Hardwood boards, 84,000 feet, valued at \$15,067, all going to England; boat cars, \$145; wooden chairs, \$11,914, \$9,361 of the shipment being to Cuba; wooden office and store furniture, \$1,601; other wooden furniture, \$793; staves, 66,926 pieces, valued at \$28,800, all going to Great Britain; tool handles, \$57; heading, \$21,850, all to Great Britain; woodenware, \$777; other manufactures of wood, which class of course contains some softwood products, \$250,126. It is interesting to note that hardwood boards lined in board exports from here, the exports of other boards being: white pine, 11,000 feet, \$630; spruce boards, 30,000 feet, \$1,158. Total hardwoods exports, \$331,130.

George E. French, manager of the Boston office of the Atlantic Lumber Company, which specializes in hardwoods and yellow pine, and has large mill connections in Kentucky and other points, said, when interviewed in regard to the present outlook in the hardwood trade: "The point of view has changed. There is already a much better feeling prevailing in the trade. Prices have been liquidated a great deal in hardwoods and it

is safe to buy now. Consumers are gradually beginning to realize that. Talk of lessened operation on the part of consumers is now more or less exaggerated."

William E. Litchfield, head of the I. & H. Lumber Company of this city, a widely known hardwoods expert and wholesaler, said, when interviewed, regarding present trade conditions: "There has been altogether too much liquidation. This applies to hardwood lumber quite as much as to eggs and potatoes. There is no sense in it. Producers are no longer in a mood to sell below cost."

PITTSBURGH

The Point Pleasant Lumber Company, capital \$50,000, has been organized at Point Pleasant, W. Va., with the following incorporators, and will have a hardwood operation near that place: W. J. Waldie, M. G. Tyler, C. R. McCulloch, R. J. Patterson and E. H. Woelfel.

The Central American Lumber Company, capital \$1,000,000, has been organized by S. J. McKenzie, F. B. Kinzey, of Johnstown, Pa., and others, to develop 26,000 acres of hardwood timber in Nicaragua.

The H. C. Frick Coke Company, Pittsburgh, has bought several hundred acres of land at Ginger Hill, Pa., and will have a big mining operation and mining town at that place.

The Pittsburgh Association of Lumber Salesmen held its annual banquet at the Fort Pitt Hotel, Tuesday, February 8. More than 100 salesmen were there. The association, which is commonly known as the "PALS," elected these officers: President, Charles K. Brown of the Southern Pines Sales Corporation; Vice-president, George H. Young of the J. C. Bonges Lumber Company; Secretary-treasurer, William Bigge, Jr.

The Sattler-Hamilton Lumber Company believes that labor costs must come down considerably before there is any building of consequence started. E. B. Hamilton of this firm reports a few very good orders for hardwood the past few weeks by different Pittsburgh concerns.

Harry T. Lincoln of the old firm of Bemis-Vosburgh, finished some months ago cutting out a splendid hardwood operation near Kingwood, W. Va., and has also taken out a splendid lot of coal from under this property. He is arranging to cut off another good hardwood timber tract which his company recently bought.

The Pittsburgh Builders' Exchange is trying its best to get labor unions in this city to make a voluntary reduction in wages, effective June 1. So far it has failed. The bricklayers last week positively refused to come down with their scale of twelve dollars per day with double time for overtime and Sundays and the contractors have therefore refused to hold further conferences with them.

L. T. Morlan of the Crossett Lumber Company, who does a splendid business with the industrial concerns down the Ohio and Beaver Valleys, says that everything is very badly tied up at present. Most plants are shut down until a wage adjustment can be made.

At the Wholesalers' session Thursday afternoon, February 17, of the Retail Lumber Dealers' Association, at the William Penn Hotel, splendid talks were made by Fred R. Babcock of the Babcock Lumber Company, on "Lumber Prices"; William H. Schuette of William Schuette & Co., on "Trade Ethics"; Franklin Dickey, Secretary of the Pittsburgh Lumbermen's Club, on the "Open Shop," and Edward Eiler, a well known Pittsburgh wholesaler, on "Transit Cars."

BALTIMORE

Robert B. Dixon, who had long been engaged in the lumber and furniture manufacturing business at Easton, Md., died at his home near that town on February 4, after an illness of some months. Mr. Dixon, who was 86 years old, reversed the usual order and went from the city to the country to seek and find his fortune, having been born in Baltimore. He embarked in business and achieved much success, having many interests, among them the presidency of the Easton National Bank, in which he was recently succeeded by his son. One of his daughters is the wife of United States Attorney General Palmer.

The Heywood Bros. & Wakefield Company of New Jersey, which has large furniture and baby carriage manufacturing plants in various places, conducting also a very large branch in Baltimore, has been reorganized under the laws of Massachusetts, according to information received here. The new name is the Heywood-Wakefield Company, and the capital stock has been fixed at \$13,000,000.

The Columbia Graphophone Company, which operates a large plant at Orangeville, in the northeastern suburbs, has dropped several hundred employees of the cabinet making factory owing to a decline in the number of orders.

COLUMBUS

Papers have been filed increasing the authorized capital of the Cellar Lumber Company of Westerville, O., from \$30,000 to \$100,000.

The annual meeting of the Columbus Lumber Trade Exchange will be held at the club room in the Joyce Realty building, March 10. A dinner will be served at 6 p. m., which will be followed by the business session. Officers will be elected. T. A. Jones is president and W. E. Jones secretary.

R. Emmett Smith, aged 36 years, a well known lumberman of Columbus and Newark, Ohio, died at his residence in Newark recently from an attack of pneumonia. He was a member of the Buckeye Lumber Exchange of Columbus and also the Liberty Lumber Company of Columbus.

The Harvey Loehr Lumber Company of Canton has increased its capital from \$215,000 to \$200,000.

The Ohio State Lumber Company of Cleveland has been incorporated with a capital of \$50,000 to deal in lumber. Incorporators are George Faldo, Charles N. Krieg, Dan Ulmer, D. Foster and S. Holama.

The Miller Saw Mill & Lumber Company of Bedford, O., has been chartered with a capital of \$50,000 to manufacture and deal in lumber. The incorporators are Carl E. Miller, George L. Miller, Elise L. Miller, Willard Miller and Clara L. Gierston.

The Imperial Lumber Company of Columbus has filed a suit against the Acme Flooring Company and Bertha R. Weiser of New York city to collect \$27,930 alleged due for breach of contract on the purchase of flooring.

A number of the district superintendents of the W. M. Ritter Lumber Company were in Columbus recently in conference with the officials of the company. Included in the list were A. A. Kopp, with headquarters at Huntington, W. Va.; E. E. Ritter, with headquarters at Asheville, N. C., and A. T. Crockett, with headquarters at Raleigh.

W. E. Morgan, who has been in charge of the Charleston, W. Va., branch house of the Central West Coal & Lumber Company of Columbus, has been made sales manager of the company, succeeding J. M. Andrew, who resigned to enter the wholesale lumber business under his name.

W. L. Whitacre, head of the concern bearing his name, has returned from a business trip in the South.

E. M. Stark, secretary of the American Column & Lumber Company of Columbus, has returned from an inspection trip to the company's mills at Stark, W. Va. He reports an increase in the number of inquiries, with confidence returning in all sections. The mills are being operated on about a fifty per cent basis.

F. B. Pryor, salesmanager of the W. M. Ritter Lumber Company, reports a better feeling in hardwood circles generally which is shown by the increased number of inquiries received. There is a slight increase in the volume of business. Every one appears rather optimistic and he believes there will be a continued improvement in the hardwood trade.

W. W. Reiley of W. W. Reiley Company, Buffalo, sales agents for the Bowman Lumber Company, was a recent business visitor in Columbus.

CLEVELAND

Hardwood and all lumber interests here are expected to join in a comprehensive advertising movement, the first of its kind in Cleveland, to interest the buying public in lumber this spring. A committee, headed by Max Myers, the Nicola-Stone-Myers Company, has been named by the Cleveland Board of Lumber Dealers to work out details of the plan, and present it to the members at an early meeting. It is probable that no names will be attached to advertising where such might be possible, the main object being to increase demand for material, and thereby permit the individual interests to benefit.

Upon amicable agreement on wages between building trades labor and the Building Trades Employers' Association will largely depend the amount of local hardwood business to be done this spring. This is the opinion of leading members of the trade here following announcement by the Building Trades Council that all labor unions have voted against any decrease in wages this spring. Present wage agreements expire May 1. Building trades employers have gone on record for a reduction in wages, claiming that April 1 will mark a 30 per cent reduction in living costs, as shown by labor department statistics. Workers contend that living costs have not been reduced.

Charles H. Poole, member of parliament of New Zealand, addressed hardwood and other material interests members of the Cleveland Advertising Club on housing conditions in his country. Mr. Poole showed that the government there has a keen interest in couples planning to marry, or newly wedded couples. It builds houses for them with a down payment of \$50, and the purchasers have 25 years in which to pay off the house. Millions of dollars have been invested successfully in this project, according to Mr. Poole.

New plant for the Arnold Woodenware Company is being planned. It will be a two-story building, 60 by 180 feet, at Detroit avenue and West 53rd street. It is expected to cost \$90,000.

INDIANAPOLIS

The Appellate Court of Indiana has upheld the decision of the Marion County Circuit Court in the case of Black & Yates against the Talge Mahogany Company of Indianapolis in a decision just handed down. The records show that a verdict of \$1,617.52, as damages against the Talge Mahogany Company about two years ago, were given Black & Yates.

Harry C. Seearce, a lumber dealer here, is now in Phoenix, Ariz., and will continue his trip to California and also visit the lumber producing regions in Oregon and Washington to get acquainted with the situation there before returning to Indianapolis.

All of the Showers Bros. Company furniture plants in Bloomington, including the new kitchen cabinet factory and the sawmill, are again running and W. E. Showers, president of the concern, is very optimistic about the future business outlook.

In the opinion of Edmund Secrest, chief of the department of forestry of the Ohio agricultural experiment station, the forestry bill now before the assembly is fair to both the public and the woodland owner. This bill is intended to encourage farm forestry among owners of denuded hills and

slopes which are unfit for agricultural purposes and which would thereby reduce taxes to \$1 an acre on all forest lands.

Emil J. Fischer, assistant manager of the Standard Wheel Works in Terre Haute, and Miss Matilda Speck, daughter of Mr. and Mrs. H. F. Speck of St. Louis, Mo., were married Jan. 25 at the Speck home. Mr. Fischer's father is president of the Wheel Works.

Because of a shortage of work, the plant of the Tindall Lumber Company of Hartford City has been closed indefinitely and about thirty men laid off.

Work has been started on the Allen-Wilkinson Lumber Company buildings at Petersburg, Ind. In connection with the lumber yards a large planer will be built. A force of men is at work putting in the new plant of the Reel-Blue Lumber Company.

Building permits for January, 1921, issued in seven cities of Indiana amount to \$1,420,071, as compared with \$1,729,740 for the corresponding month of 1920. However, it was shown that 512 permits had been issued in January, 1921, compared to the 394 in January, 1920. The estimated cost of permits for January, 1921, was \$1,025,529, as against \$1,375,205 for the corresponding month of 1920. Richmond, Gary and Hammond were the only cities that showed a higher valuation in building permits for the past month than for January, 1920. Evansville, Fort Wayne and Terre Haute showed a loss.

Articles of incorporation have been filed here by the Steel City Lumber & Supply Company of Gary, Ind., with a capital stock of \$50,000. The directors are C. V. Ridgely, A. H. Michaley and A. W. Brandt.

The Marion Chair Company of Marion, Ind., has filed a final decree of dissolution.

EVANSVILLE

The saw mill of the Grayville Mill & Lumber Company at Grayville, Ill., a few miles west of here, has been closed down recently because of the lack of logs. More logs are expected in a few days when the plant will resume operation. The company recently purchased a tract of timbered land on the Wabash river near Cowling, Ill., where the logs will be cut and rafted down the Wabash river.

Albert Yopst, 62 years old, died a few days ago at his home at Lafayette, Ind., his death being due to diabetes and gangrene. Mr. Yopst established the Lafayette Lumber Company thirty-five years ago and he was well known to the trade in that section of the state. He is survived by the widow and one son.

M. R. Doyon, president and general manager of the Indiana Lumber Company at Kokomo, Ind., has disposed of his interests in the company to a group of stockholders of that city. He will retire from active business, he has announced, due largely to an injury suffered last June, which since then has confined him to his home.

J. J. Morris has been re-elected president of the Evansville Manufacturers' Association to serve the ensuing year. Ed Wemyss of the Wemyss Furniture Company was re-elected vice-president. Among the directors elected for the year were Elmer D. Lubring of the Lubring Lumber Company, B. F. VonBehren of the VonBehren Lumber Company, Gilbert H. Bosse of the Imperial Desk Company and Harry D. Bourland of the Evansville Paint & Varnish Company.

The actual transfer of the wagon department of the Studebaker Corporation at South Bend, Ind., to the Kentucky Wagon Manufacturing Company at Louisville, Ky., took place a few days ago. C. A. Thurber, for several years division manager for the Studebaker Corporation, has accompanied the business to Louisville and will be associated with the Kentucky company. With the sale of the Skein patents and rights to the Racine-Steel-Skein & Foundry Company of Racine, Wis., the Studebaker Corporation is now prepared to devote its entire attention to the manufacture of automobiles.

The Evansville Building Trades Council at a meeting held a few days ago passed a resolution to the effect that it will resist any attempt to lower wages in Evansville during the coming spring and summer.

G. A. Bauman of the Maley & Wertz Lumber Company of this city has returned from a business trip to Memphis, Tenn.

J. C. Greer, president of the J. C. Greer Lumber Company, has appointed Joe Waltman, head of the Evansville Band Mill Company and former president of the Evansville Lumbermen's Club as a member of the lumbermen's forum of the Chamber of Commerce here to take the place of William B. Lansing, who has been elected a director of the Chamber of Commerce.

George O. Worland, general manager of the Evansville Veneer Company, is back from Cincinnati, Ohio, where he met a number of veneer manufacturers for a conference.

ST. LOUIS

That the hoped for reopening at capacity of the large automobile factories in St. Louis has proven a disappointment is evident from the fact that the Ford assembly plant here laid off four hundred men in the past two weeks, including foremen and some department managers. The layoff is only temporary, though, said Charles Horch, chief clerk, and added that he expected the plant to be going full blast within a couple of weeks.

The Chevrolet plant of the General Motors Company refused to admit that there had been a recent reduction in the force of that plant, although several former employees claimed there had been.

William Dings of the Garetson-Greenson Lumber Company is chairman of

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown

No. 1 & Btr., 5/4".....8 mos. dry

No. 2 & Btr., 6/4".....8 mos. dry

BIRCH

No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)

No. 1 & Btr. 5/4, 8 mos. dry.....1 car

No. 1 & Btr. 6/4, 8 mos. dry.....1 car

No. 1 & Btr. 8/4, 8 mos. dry.....1 car

No. 1 & Btr. 10/4, 7 mos. dry.....2 cars

BASSWOOD

No. 1 & Btr. 6/4, 10 mos. dry.....2 cars

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH

4/4 1st & 2nd.....35,000'

4/4 Select.....100,000'

4/4 No. 1 Common.....50,000'

4/4 No. 2 Common.....35,000'

8/4 No. 1 Com. & Btr.....20,000'

SOFT ELM

4/4 No. 2 Com. & Btr.....75,000'

5/4 No. 2 Com. & Btr.....30,000'

10/4 No. 1 Com. & Btr.....20,000'

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS

Quartered White Oak

SPECIAL OFFERINGS

PLAIN RED GUM

4/1".....No. 1 Common

QUARTERED RED GUM

4/4".....No. 1 Common

5/4" & 8/1".....No. 1 Com. & Btr.

SAP GUM

4/4".....No. 1 Common

PLAIN RED OAK

3 1/2", 4 1/2", 5 1/2".....FAS

5/8", 3/4", 4/4", 5/4", 6/4".....No. 1 Common

1 1/4".....No. 2 & No. 3 Common

QUARTERED RED OAK

4/4", 5/4", 6/4".....FAS & No. 1 Com.

4 1/2".....No. 2 & No. 3 Com.

PLAIN WHITE OAK

1 1/2".....FAS

4/4", 5/4", 6/4".....No. 1 Com.

4 1/2".....No. 2 Common

QUARTERED WHITE OAK

1 2/2", 5/8", 3/4", 4/4", 5/4".....FAS

6/4".....FAS

5/8", 3/4", 4/4", 5/4", 6/4".....No. 1 Common

4/4", 5/4".....No. 2 & No. 3 Com.

POPLAR

5/8" & 4/4".....Clear Sap

5/8", 4/4", 8/4".....No. 1 Com.

4/4".....No. 2 A & B

High Grade Hardwoods

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

NASHVILLE HARDWOOD FLOORING CO.,

Manufacturers and Wholesalers

Hardwood Lumber and Hardwood Flooring
E. BARTHOLOMEW, MANAGER
3622 South Morgan St., CHICAGO

Proctor

DRYERS

Dry enormous amount of veneer perfectly flat and
pliable at minimum cost, without checks or splits

PROCTOR AND SCHWARTZ, INC.

Philadelphia, Pa.

B I R C H

We have very complete stocks of
dry lumber in 4/4 to 16/4 thicknessDOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds
of Hardwoods, and maintain a complete stock here. We
ship direct from the mills all kinds of Northern & Southern
Hardwoods, also Mahogany.

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy.....200,000'
No. 1 Com. Sound Wormy.....100,000'
QTD. WHITE OAK
6 4" No. 1 Com. & Btr. 2 cars
QTD. RED GUM
8 4" No. 1 Com. & Btr. SND. 2 cars
SAP GUM
4 4" FAS200,000'
4 4" No. 1 Com.300,000'

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

WE WANT TO BUY:

HICKORY
5 4" -6 4" No. 1 & Btr.10 cars
PLAIN OAK
4 4" FAS100,000'
CHESTNUT
4 4" FAS50,000'
SAP GUM
4 4" No. 2 Com.100,000'
8 4" FAS10 cars
1 1/2" 17" Boxboards 3 cars

We can Dry Kill
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

the membership committee of the St. Louis Lumbermen's Exchange. This committee has been especially active and is meeting regularly.

LOUISVILLE

There has been an increased inquiry from the retailers for hardwoods for interior trim and hardwood flooring, and it is beginning to look as if there will be a fair volume of building demand. A good deal of commercial work is starting, or in prospect, and residence work is looking more promising as a result of lower and steadier markets, and the fact that better arrangements for financing home building are to be had.

Railroad car builders are taking more material, as most of the car plants have very fair orders. Railroads in order to escape having to pay high wages under the Railroad Labor Board scale are placing their contracts in outside shops, or with the independents, instead of building themselves, and laying off their own shop forces.

Edward L. Davis of the Edward L. Davis Lumber Company recently returned from a trip to his mills, and left almost immediately for the North on a selling trip. On his return he reported that conditions were not satisfactory and the trip a poor one.

W. A. MacLean of the Wood Mosaic Company has returned from a trip East and reports a fair business, but conditions not as good as earlier in the month.

J. L. Dawson of the Dawson Lumber Company is back from a three weeks' honeymoon trip spent in the East, he having been married on Jan. 29.

Preston P. Joyes of W. P. Brown & Sons Lumber Company is expected back within a few days from an eastern trip. The company has been operating a couple of its larger mills, but has been on a reduced production basis for some months, six of its mills being down.

An optimistic report is given out by the Norman Lumber Company, which has been having a good demand for poplar and has been operating its box shuck and siding plant at full capacity, a good demand being in evidence for siding.

News was received in Louisville on Feb. 21 of a fire at Johnson City, Tenn., which is reported to have done an estimated damage of \$100,000 to the plants of the Penrod Walnut & Veneer Company and Empire Chair Company.

The Louisville Point Lumber Company has been down at its High Bridge, Ky., and Louisville mills for several days on account of heavy snow and bad weather. The company has indefinitely postponed plans for erection of an additional band mill at the Louisville plant.

John Churchill of the Churchill-Milton Lumber Company, Louisville and Navco Hardwood Company has resigned as vice-president and general manager of the Navco Hardwood Company, having sold his stock in the company to the other officers. The offices of the Navco company have been moved to New Albany, Ind., with the New Albany Veneering Company.

Starting Feb. 22 the weekly meetings of the Louisville Hardwood Club have been transferred back to the Seelbach Hotel, after several months at the Pendennis Club.

Harvey Hayden and Mr. Stoll of the Hayden & Westcott Lumber Company, Chicago, were recently in Louisville and attended a weekly meeting of the Louisville Hardwood Club as guests of the Louisville Point Lumber Company. Both had fairly optimistic reports to make concerning improved factory conditions in the Chicago to Buffalo district and the East, this including the automotive and furniture industries, along with general lines.

At Paducah, Ky., the Lack Manufacturing Company, manufacturers of automobile wheels and parts, is planning to increase the capital to \$250,000 and start production of a newly invented metal disc wheel for automobiles.

The Ayer & Lord Tie Company, Paducah, has asked for a federal injunction, which has been granted, to prevent interference of union ship carpenters and caulkers on strike, with operation of the business. The company recently cut wages from \$6.75 to \$6.25 a day and about sixty carpenters and shipworkers walked out.

The Southern Railway Company has set March 6 as the date for its milling in transit arrangement to become effective, and the Illinois Central Railway has set March 26. These concessions are not entirely satisfactory to the lumbermen, as they merely permit grading, sorting, storing, etc., and do not allow for finishing or resawing. However, the petition is before the Interstate Commerce Commission, which may grant everything asked.

G. H. Evans of the G. H. Evans Lumber Company, Chattanooga, was a visitor at the recent annual meeting of the Louisville division of the Southern Hardwood Traffic Association at Louisville. Following the meeting he announced that he was converted and would apply for membership at once, not having realized before the extent of the work of the body. John W. McClure of Memphis was also present at the meeting.

Much complaint is being heard in traffic and lumber circles relative to the high freight rates and big differentials on low grades, which are holding back movement and which promise to stifle movement of low grades. Barry Norman of the Holly Ridge Lumber Company tells of one case where a carload of ash shipped from the far South to Northern Michigan carried a freight charge of \$435, out of a total price of \$650, leaving the company \$215 for the lumber, the company getting less than half for its lumber what the railroad secured for transporting it.

A. E. Norman, Sr., of the Norman Lumber Company, in a recent discussion said: "We need more optimism in the lumber trade, and we also

need to get down to rock bottom prices, figure a fair profit and no more, quit cutting prices and do business on a sound rock bottom basis. If the lumber trade would pull together a little better there would be more confidence all around and better business.

WISCONSIN

The Acme Body Works of Appleton, established about eighteen months ago to build bodies, cabs, etc., for motor vehicles, has incorporated its business without change of style. The ownership likewise remains the same as before. The capital stock is \$60,000. The incorporators are George W. Wiegand, Mary Wiegand and C. C. Seeger.

Arthur J. Heath, Fond du Lac, who recently was granted letters patent on a new type of iceless refrigerator designed along the lines of the familiar icebox in the home, is organizing a new corporation to undertake the manufacture of the article. Mr. Heath has been associated with the Anderson Vehicle Company at Fond du Lac. The new concern probably will be known as the Sanitary Iceless Refrigerator Company and the capital stock will be in the neighborhood of \$100,000.

The Northwestern Furniture Company of Milwaukee, one of the leading manufacturers of store, bank and office fixtures, furniture, trim, etc., in the Middle West, has recently increased its authorized capitalization from \$150,000 to \$250,000 to accommodate the growth of its business. Rudolph C. Haase is president and general manager.

The Priestley Lumber Company, 606 Railway Exchange building, Milwaukee, a large wholesale hardwood and general lumber concern of Wisconsin, has increased its capital stock from \$25,000 to \$50,000. Glenn W. Priestley is president, and Eugene E. Wallace, secretary and treasurer.

The Menasha Woodenware Company, Menasha, has completed extensive improvements and betterments in its main plant at Menasha and is resuming operations after a recess of about two months during which extensions were made, the plant retooled and new equipment and other machinery placed.

The Winnebago Furniture Company, Fond du Lac, which closed down its factory at the holiday season for a readjustment of inventories, has resumed operations with a crew equivalent to the number employed at that time. The accumulation of orders is sufficient to insure the continuous running of the plant for an indefinite period. Warehouse stocks have been reduced to a minimum by shipping directions and current output is being delivered as rapidly as loading accommodations are provided. Officials of the company are of the opinion that conditions will return to a virtually normal basis within a short time and are already planning on increased forces.

The Abel & Bach Company, 1000 St. Paul avenue, Milwaukee, a large trunk and bag manufacturing concern, has resumed operations after a short interruption due to a fire, which caused an estimated loss of \$12,000 to \$15,000 earlier in the month. The blaze was confined to the upper floors and considerable hardwood stock was damaged by fire, smoke and water.

The Algoma Panel Company, Algoma, is again operating at normal capacity after a cessation of about four weeks for inventory, repairs and replacements, and general overhauling of the plant, as well as the reduction of finished stocks. New business is being booked in satisfactory volume and it is believed that it will be possible to maintain a regular production schedule from this time forward.

The Foster Creek Lumber & Manufacturing Company, Madison, has increased its capitalization from \$2,000,000 to \$2,750,000.

The Northern Furniture Company of Sheboygan, through Edward Hammett, general manager, has issued a strong denial of the published reports that it has disposed of the former Winter factory to the Crocker Chair Company of the same city, and in turn acquired the Crocker company's "B" factory. It is officially stated that not even negotiations have been under way. The Northern company has erected a number of new buildings during the past year which will cover its present needs of productive facilities.

The Laird & Wilson Company, Crandon, has started operations in its new factory with a crew of forty men. Several varieties of excelsior are being manufactured, including coarse grades for packing purposes, and finer grades for mattresses, upholstering and similar uses. The weekly shipments range from eight to ten carloads. A sawmill and barking department are being provided in an addition to the plant now under construction.

The Chas. W. Fish Lumber Company of Elcho resumed the operation of its sawmill at Antigo on a schedule of six days a week. Later a night crew will be added, but this will depend largely upon the development of the demand. The mill is amply supplied with logs and new supplies are being received almost daily. The Antigo mill is the first of the five mills owned by the company to resume work for the new season.

The Bekkedal Lumber Company of Couderay has laid off about one-third of the forces operating its lumber camps because of the mild weather and also because of the accumulation of logs in view of the condition of the hardwood and general lumber market. More than a million feet are on the skids and this is keeping two steam haulers busy for about six weeks longer. The Bekkedal company has suffered a great deal of inconvenience because of the open winter, as most of its logging roads follow the lowlands and the swamps have been frozen up only at intervals.

The Phoenix Chair Company of Sheboygan was obliged to close down

Shawano County Hard Maple

IS OUR SPECIALTY

OUR STOCK OF NORTHERN HARDWOODS IS NOW COMPLETE AND WE SOLICIT INQUIRIES.

SOME SPECIAL OFFERINGS

BROWN ASH

No. 2 & Btr., 4/4, all widths, & lgths., 13 mo. dry.... 3 cars
No. 1 & Btr., 6/4, all widths, & lgths., 12 mo. dry.... 1 car

BASSWOOD

No. 1 & Btr., 4/4, 10" & wdr., 6' & lgr., 12 mo. dry.. 1 car
Sel. & Btr., 6/4, 4" & wdr., 6' & lgr., 12 mo. dry.... 2 cars
No. 2 & Btr., 6/4, 4" & wdr., 4' & lgr., 12 mo. dry.. 3 cars

BIRCH

Sel. & Btr., 5/4, 5" & wdr., 8' & lgr., 13 mo. dry.... 1 car

ROCK ELM

No. 1 & Btr., 10/4, 5" & wdr., 8' & lgr., 13 mo. dry. 1 car

HARD MAPLE

No. 1 & Btr., 12/4, 4" & wdr., 8' & lgr., 13 mo. dry.. 3 cars

WAUSAU

Chas. Gill Lumber Co. WISCONSIN

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness.. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.

P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

*Manufacturers of the 'Time Tested'
Wolverine Maple Flooring*

13/16x2 1/4 Clear	60,000'	13/16x3 1/4 No. 1	25,000'
13/16x2 1/4 No. 1	175,000'	13/16x3 1/4 Factory	150,000'
13/16x2 1/4 Factory	200,000'	1 1/16x2 1/4 Factory	160,000'
13/16x3 1/4 Clear	69,000'	1 1/16x3 1/4 Factory	175,000'

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

Manufacturers of Southern Hardwoods

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI



The CHICAGO APPROVED PORTABLE Watchman's Clock

with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

Write for booklet

CHICAGO WATCHMAN'S CLOCK WORKS

No. 9 Church Street, NEW YORK
1526 So. Wabash Ave., CHICAGO

for a number of days at the middle of the month because of the breaking of a main pulley. Repairs were made at once and production is now going forward at the same rate as before the accident. The factory has a good volume of orders on hand and will run continuously for the rest of the year.

The Chas. W. Fish Lumber Company of Elcho has recently established a branch office at Grand Rapids, Mich., making three wholesale offices now conducted by the company. The others are in Chicago and Rockford, Ill. Charles W. Fish, president and general manager of the company, spent some time in Grand Rapids to look after the opening of the branch.

The R. McMillen Company of Oshkosh, manufacturer of sash, doors and interior trim, is again operating its factory with a full crew of men, on an eight-hour-a-day schedule.

The Interior Woodwork Company of Milwaukee has amended its corporate articles to provide for an increase in capitalization from \$200,000 to \$300,000.

Sawmills at Antigo, Wis., are enjoying an active winter season, virtually all of the plants having been in continuous operations since prior to the holidays. These plants include the Henshaw-Worden Company, Langlade Lumber Company and the Crocker Chair Company. The Chas. W. Fish Lumber Company is among the latest to place its mill in operation, due to the improvement in demand.

The Standard Manufacturing Company, 934 Lawe street, Appleton, is working on a shipment of nearly 500,000 feet of birch, maple and other hardwoods recently brought in from the government reservation at Kenosha. Robert O. Schmidt, vice-president of the company, said that business has been of such volume that continuous operations have been possible, and improvement is now becoming such that operations probably will be increased steadily, especially when the building season opens in earnest.

Rupp & Priscoe, Portage, have opened a wagon manufacturing plant in the former Dempsey factory building and will specialize in new vehicles as well as parts and supplies for repairs and replacements. An addition to the present building is contemplated in the coming Spring.

George M. Curtis, one of the founders of the Curtis Brothers Company, Clinton, Ia., of which the Curtis & Yale Company of Wausau is a part, died at his home in Clinton on February 10, at the age of seventy-seven years. Mr. Curtis was an uncle of W. E. Curtis of Wausau, who is in charge of the local interests of the company.

The East River Planing Mill Company of Green Bay has resumed work in its plant. The concern formerly was under the management of Miller Brothers, but some time ago was taken over by other local interests, which plan to greatly increase the capacity as soon as business conditions warrant the investment.

FOR SALE Southern Hardwoods OAK, GUM, ASH, ELM, MAPLE, CYPRESS, HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

J. V. Stimson & Co. OWENSBORO KENTUCKY

Regular Width and Lengths; Dry

Ash.....	Com. & Bet.	4/4 to 16/4
Ash.....	No. 2 Com.	4/4 to 8/4
Chestnut.....	Com. & Bet.	4/4
Red Gum.....	Com. & Bet.	4/4 to 8/4
Qtd. Red Gum....	Com. & Bet.	4/4 to 8/4
Qtd. Red Oak.....	FAS	3/4 to 8/4
Qtd. Red Oak....	No. 1 & 2 Com.	3/4 to 8/4
Qtd. White Oak.....	FAS	1/2 to 8/4
Qtd. White Oak..	No. 1&2 Com.	5/8 to 8/4
Pl. Red Oak.....	FAS	4/4 to 16/4
Pl. Red Oak....	No. 1&2 Com.	4/4 to 16/4
Pl. White Oak.....	FAS	4/4 to 8/4
Pl. White Oak....	No. 1&2 Com	5/8 to 8/4
Poplar.....	All Grades	4/4 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS
Owensboro, Ky. Campbellsville, Ky.

The Hardwood Market

CHICAGO

The activities of eastern buyers in the Chicago market is about the only change to be recorded since the report of fifteen days ago. These buyers have been taking considerable stock. Some of them were wholesalers and others representatives of consumers. This buying is taken to indicate the beginning of the revival of demand in the hardwood market. The expansion of demand now occurring in the east is expected to work its way westward with more or less speed. There has been very little increased activity in buying on the part of furniture, automobile, piano and other large groups of hardwood users. The bulk of the orders secured are coming from makers of wooden novelties and industries that happen to use small quantities of wood in the fabrication of products made chiefly of other materials. While this kind of business is all in small orders, it means considerable just at this time when all the heavy channels of demand are so light.

BUFFALO

The hardwood demand has shown some increase during the past two weeks, though it is not yet brisk. A good many inquiries are being received for various kinds of stock, showing that the consumers are looking for improved business conditions soon, even if they are unwilling to commit themselves to purchases at present. Considerable low-priced lumber is being offered, indicating that a good deal of stock is still looking for a quick market. It is believed, however, that such selling will not be so conspicuous a feature after a short time, and the spring demand is expected to have a stiffening effect on all hardwoods.

Better reports are heard from the furniture trade than for some time past and the manufacturers who have reduced their prices are not finding it quite so difficult to get orders. Few of them have much lumber on hand, so that a fair amount of buying is being done. The automobile trade is dull as yet, but improvement in a short time is anticipated. Builders are still complaining that wages are on too high a scale and a reduction seems probable in many cases.

The effort to adjust wages in the building trade here has not amounted

to much yet. When the cut of 10 cents an hour in carpenters' pay was announced the men talked of striking, but they have not done so yet.

PITTSBURGH

Things are beginning to look up a very little in the hardwood business, although conditions are a long ways from satisfactory. Some railroad inquiry is manifest the last week or two. Only one or two large orders, however, have been placed. Manufacturing concerns have evidently given their buyers orders not to purchase hardwood until after March 1st or 15th, as they apparently think prices will come down still further. In the yard trade there is nothing doing. Inventories of retailers were larger than was expected and as a result and also because of the almost entire lack of building, retail yards are not taking on any more stock at present. The coal mining situation is very slow. For this reason, low and medium priced hardwood, usually sold to the coal companies, are a drug on the market just now. All in all, it looks like another month or six weeks before there would be any satisfactory business in the line of good hardwood lumber.

BOSTON

Trade is a little better than it was, and a better feeling prevails on the part of some. Others report that it is quite a bit better. There are, however, some wholesalers in Boston who stoutly maintain that trade in hardwoods has not improved. As far as house construction and interior trim for dwelling houses is concerned, there is no improvement in either demand or inquiry. The building trades' strike, which has lasted for more than a month, has completely tied up all building construction of whatever kind and all repair work in the city and environs, despite several conferences between builders and contractors and the union men, in some of which Mayor Peters has taken a part. The piano people are not very active in the market at present, but it is equally true that they are buying some. A better demand for poplar is noted and also increased inquiry for it, it being considerably used here by machinery manufacturers, as well as by cabinet, specialty box and store fixtures makers. The automobile and truck body people are really not buying anything in this market at the present time. Of improved demand noted in this market probably a good third is from the furniture people, as an analysis of daily orders received from a few firms the past fortnight shows.

BALTIMORE

The situation in the hardwood trade here is much as it has been for some time past, with the difference that at least some members of the trade see an improvement in the inquiry. The number of hardwood men who have begun to feel that the turn in the tide has been reached, has undergone a notable increase in the last two weeks, and the feeling has now become fairly general. Of course, a large portion of the inquiries do not result in actual business, but quite a number of them bring out orders, and to this extent there is ground for feeling encouraged over the development. Evidently, quite a number of potential buyers have reached the conclusion that the reaction in prices has proceeded about as far as it will go, and that they cannot well go wrong in making provision for some of their needs, which have been held in abeyance for an indefinite period. In this they would seem to be well advised, for numerous mills are still shut down or are being operated very much under their normal capacity, so that the additions made to the supplies of lumber are necessarily limited. Even in the face of the small distribution stocks have decreased rather than increased, so that with anything like a fair demand a positive shortage in assortments is likely to develop.

COLUMBUS

There is more strength and activity displayed in the hardwood trade in central Ohio territory during the past fortnight. This is shown by a large increase in the number of inquiries which have been received both from retailers and manufacturing concerns. A distinct improvement in the tone is reported and it is believed that the worst of the slump is over. Optimism is taking the place of pessimism and it is thought that the improvement will be more rapid after the spring building season starts.

Retail stocks are rather low and dealers are expected to come into the market soon. They are making inquiries as to what items are available and prices asked and a few orders are being placed. But the majority are still playing a waiting game to see what turns up. Building is expected to start earlier than was formerly expected, judging from architects and contracts who are busy figuring on construction work.

Manufacturing concerns are buying in limited quantities but many inquiries are received from that source.

Prices are fairly steady at the levels which have prevailed for some time. The higher grades of oak and poplar are the strongest features. With manufacturing reduced there is a steady reduction in dry stocks and some items are showing scarcity.

CLEVELAND

Considerable speculation as to the amount of new small building work, and a good deal more figuring, is being done by hardwood interests here as February wanes and March approaches. This indicates that while actual orders in any goodly size or number are lacking, inquiries are on the increase, and tends to prove that the beginning of the spring building movement is close at hand. While considerable commercial construction is going on, local hardwood dealers are not getting in on this, the conten-

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar

Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

Plain & Qtd. Red & White

Even
Color

OAK
AND OTHER
HARDWOODS

Soft
Texture

Soft Yellow Poplar

MADE (MR) RIGHT

OAK FLOORING

PROMPT SHIPMENTS

**The MOWBRAY
& ROBINSON CO.**

(INCORPORATED)

CINCINNATI, OHIO

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 No. 1 & Btr.	40,000'
4/4 No. 2 Common	115,000'
5/4 1st & 2nds	50,000'
5/4 Selects	80,000'
5/4 No. 1 Common	60,000'
5/4 No. 2 Common	200,000'
6/4 1st & 2nds	10,000'
6/4 Selects	30,000'
6/4 No. 2 Common	75,000'
8/4 No. 1 Com. & Btr.	35,000'

SOFT ELM

6 4 No. 2 & Btr.	90,000'
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HARD MAPLE

4/4 No. 2 & Btr.	40,000'
5/4 No. 1 & Btr.	300,000'
5/4 No. 2 Common	175,000'
6/4 No. 1 Common	20,000'
6/4 No. 2 Common	175,000'
8/4 No. 2 Com. & Btr.	150,000'
10/4 No. 2 & Btr.	60,000'

BASSWOOD

4/4 No. 1 & Btr.	200,000'
4/4 No. 2 Common	200,000'

SOFT MAPLE

4/4 No. 2 & Btr.	100,000'
6/4 No. 2 & Btr.	11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT
CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

tion of these project promoters being that they can get shipments of material ready to use direct from out of town manufacturers. The market still is waiting on the automobile and other manufacturing trades for new business, but there appears to be such a surplus of merchandise that is not moving out of distributors hands that manufacturers are slow to replenish their materials in the absence of new bookings for their product. While there is no accumulation of hardwood materials there is more than enough still to meet present demands. Maple and oak flooring are particularly in good supply. Prices are not especially firm but in the main are holding their own at the level noted at the beginning of the month.

INDIANAPOLIS

Slowly, but surely, the demand for hardwood is increasing both in Indianapolis and throughout the central district of Indiana. Dealers and distributors say the number of inquiries that have been received during the past few weeks has lead to an increased demand and the continuance of these inquiries leads the trade to believe that when spring opens there will be a good demand. Stocks for the most part are low, dealers failing to buy. The general tendency appears to be to pay more attention to the balancing of the stock than to the quantities on hand. Dealers say the improved transportation situation, together with the increase of supply over demand at the mills, has made it possible to buy when stocks are needed and speculation is not necessary. Prices are practically the same, though the market shows a considerably healthier tone than it has since the peak of the season last year. Industries report an increased number of inquiries for their products and they are increasing slightly the amount of production. The automobile body plants here are expecting to resume operations during the next month, if not on the same scale as formerly, at least nearly so. They say the interest of the public in the coming automobile show here shows them that there will be a demand for automobiles this summer. Talking machine cabinet men here say business is quiet, but they are expecting an increase in demand soon. Handle manufacturers say their business is good, especially in the brush trade, the broom trade being quiet.

EVANSVILLE

There has been little or no improvement in the trade situation with the hardwood lumber manufacturers of Evansville and southern Indiana during the past ten days or two weeks. Few of the large hardwood plants have been operating during the past few weeks. While business has shown little or no increase during the month of February in the way of more orders, there is a much better feeling among the manufacturers, who profess to believe that the worst of the depression has passed and that from now on there will be a gradual increase in trade. They say that reports they have received recently indicate that by the first of April there will be a considerable improvement in trade, and while things may not be normal by that time that they will come nearer being normal than for a long time past. General trade conditions in this section are some better than they were a month ago and collections are a good deal better. The wood consuming factories are running on better time, and while but few of them are running at full capacity, they are making much better time than they were back in December, when the depression was most keenly felt. There are fewer men now out of employment than there were along about that time. During the Christmas holidays it was estimated by the superintendent of the government free employment bureau here that about 12,000 men and women in Evansville were either out of employment or were working only part time. Furniture manufacturers believe that things are looking up for them and they believe that the market that they have planned to hold in Evansville in April will be a great stimulant to the trade. Box factories are doing a little better business than they were two months ago. Building operations in Evansville and other towns in southern Indiana, southern Illinois and western and northern Kentucky are still a little sluggish, but after the first of March it is believed there will be considerable building either planned or under way. Several towns in this section have large building programs for the year.

ST. LOUIS

The market has in the past two weeks failed to show any material gain. However, more activity is noticeable and more lumber has changed hands. Prices have, if changed at all, been lower. Some individual sacrifices have been made to move stocks. No large orders are reported.

Furniture factories are doing little. Few, if any, are running full time and most of them are operating on a part time basis.

Automobile factories have not resumed operations to any appreciable extent.

Railroads are evidently too much concerned with their labor troubles to buy to any extent.

While some lumbermen are of the opinion that building, or rather lack of building, does not affect the hardwood market to any great extent, yet when the fact is taken into consideration that with a resumption of building, vehicular, furniture and practically all other lines of business upon which the hardwood business does depend will open up, it will easily be seen the extent to which the hardwood industry is affected by the lack of building. Furniture men feel the reason for the lack of furniture orders to factories is due to lack of houses for people who would want to buy

furniture, then certainly the hardwood men are suffering through the lack of housing facilities.

Figures made public here this week by the St. Louis lumbermen's exchange show that there is no necessity for anyone to hold back from the building of houses due to high prices of lumber of all descriptions, as these prices have returned to near pre-war levels.

LOUISVILLE

There is no denying the fact that business in local hardwood circles is dull, and that the trade is feeling a little disheartened over the fact that there has not been much improvement in February, and business right now is not quite as good as it was during the first few days of the month or late January. Orders are for small lots, and one case is reported of a large order taken two weeks ago, which was cancelled by wire on Feb. 22. This would indicate that the buyer lost his nerve. Other buyers are placing orders for small amounts and looking as if they would go ahead and purchase steadily, and then quit again, apparently not having confidence in prices, or in financial arrangements. Collections continue very fair, and there is a little easing in the financial market. Poplar and gum are two of the very best bets. Plain oak is fair in white, but dull in red. Quartered oak is dull. Walnut is better than it has been, and ash is showing some little improvement. Veneers and panels continue dull and are not showing much just now. Furniture factories are operating part time and buying conservatively. Production is lower than for some weeks, due to bad weather, bad roads and heavy snow. One bright spot is that operators have good dry stocks and are in position to supply a good demand, when it breaks, and that is expected at an early date.

MILWAUKEE

While the process of readjustment continues slow and tangible evidence of improvement in business is rather halting in development, nevertheless conditions in the local hardwood market are regarded as being more and more encouraging. The furniture trade is again becoming a factor in the market, and although the volume of purchases remains limited, the situation is growing better steadily and much is expected in the way of a sustenance of demand from this source within the coming four to six weeks.

Production by mills in the North is increasing, as many concerns are able to resume operations after a temporary suspension since the holiday season by reason of an accumulation of orders. The depletion of warehouse and yard stocks by demand since production was checked, and current business as well form a requirement which makes possible a continuous run for an indefinite period.

It is noticeable, however, that woods operations have suffered an appreciable curtailment in recent weeks. This is due to a number of causes. In the first place, the winter has been the mildest in many years and it is extremely difficult to prosecute logging work. In the second place, the condition of business is such that the input already effected is deemed adequate to carry mills along for the time being. There has been practically no snowfall, and temperatures have been far above normal, which has retarded especially the transportation of logs from the forests to railways.

The prices of hardwoods remain steady to firm, although some sales are steadily being made at more or less nominal figures, depending upon the anxiety of producers to move stocks. It is confidently believed that prices will be steadily maintained from this time forward, in view of the slight reduction of production costs. Sacrifices, of course, are being made right along to reduce stocks, but there seems to be no particular haste on the part of the larger operators to take deep losses which the views of buyers would make necessary if their bids were accepted.

BEAUMONT

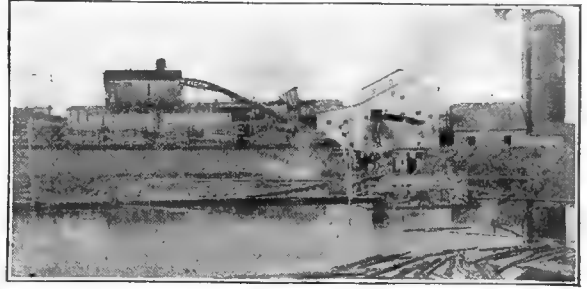
Hardwood men in this district are remaining in the optimistic class without being able to point to anything that would justify such a feeling to a great extent. While in the late fall they expected the middle of February to see them well on the way toward normal conditions, the market remains in practically the same condition. The mental attitude of the manufacturers is practically the same and they have another date when conditions will improve. All of these opinions do not coincide, but it would be hard to find a saw mill man in the district but who will say that he is satisfied with the outlook.

One plausible reason for this condition is the fact that the market for several weeks has been down to a level where further demoralization is practically out of the question. Manufacturers have become accustomed to the situation as it now exists, are successfully weathering the storm, and he has to be an optimist—there is no place for the pessimist.

Buying has been very light in all woods, odd thicknesses and higher grades probably moving more freely than anything else. Apparently there is no one thing that will bring about an improvement in conditions, and the future of the industry rests almost entirely on a general resumption of buying and business activity.

There has been no change in production in this district and unless there is an improvement within the near future it may be further reduced. Hardwood men have had the most favorable winter logging conditions in years, but have been afraid to pile up stocks at higher labor prices, with the probability that they would be left on their hands during the summer season when there is more danger from damage by worms.

WISCONSIN OAK



BROOKS & ROSS LUMBER CO.
SCHOFIELD, WISCONSIN, (Sales Office and Mill)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

UP-TO-DATE BAND MILLS Now OPERATING
at PELLSTON and MUNISING, MICH.

LIVERPOOL

Except for the arrival of small shipments of mahogany, hardwood import has in general been unimportant for the past fifteen days. There is very little business of any kind in lumber. Consumption is very light, due chiefly to the lethargic state of the cabinet industry.

The use of English oak is being further promoted by the difficulties and increased cost of obtaining oak from the states, particularly in plank form. There is little demand, however, for native oak from the cabinet industries, or even for joinery work, but it is being largely utilized in construction work.

An increase in inquiries for hardwoods is noted, and in general the tone is improved, and the wave of depression seems to be giving way to a tendency to carry on. Values of hardwoods continue moderately firm, and it is hoped that the enterprise of consumers will soon result in much better conditions.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....70c a line
Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

EXPERIENCED HARDWOOD LUMBER-MAN

Desires position as superintendent of manufacture for large mill or group of mills. Experienced inspector, capable, dependable and well educated. First class recommendation will be furnished by present employer. Address Box 751, care HARDWOOD RECORD.

VENEER CONNECTION DESIRED

Man with executive ability desires a connection with an established veneer and lumber manufacturer. Long experience in fancy woods, capable of handling the manufacturing or selling end, thoroughly familiar with all the trade and their requirements. Willing to make an investment with services. Address Box 746, care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED—HARDWOOD SALESMAN

Manufacturer of band sawn gum and oak. Have opening for good salesman personally acquainted with consuming trade in New York and Pennsylvania. State experience. Address Box 747, care HARDWOOD RECORD.

WANTED—SALESMAN

To sell hardwoods, white pine, yellow pine, etc., in New York state for old established firm. Give full particulars regarding yourself and your experience. Address Box 748, care HARDWOOD RECORD.

WANTED—SALESMAN

Large eastern hardwood yard, handling southern and northern hardwoods has opening for a first class hardwood salesman to cover New York state. Give experience, salary expected and reference. Correspondence confidential. Address Box 749, care HARDWOOD RECORD.

WANTED

Experienced office salesman, take charge of selling output of two mills Wisconsin about half each hemlock and hardwood, mostly birch; must have fair acquaintance with territory using these woods, and with market conditions. Give all details in reply, salary expected, experience, present position, references and if all satisfactory will arrange personal interview. Address Box 742, Care Hardwood Record.

WANTED FIRST CLASS GENERAL SUPERINTENDENT

For lumber business. Must have first class experience in soft and hardwood lumber, saw mill, dry kiln and all kinds of planing mill work. Only first class man need apply giving full details which will be held in confidence. Address:

DOMINO LUMBER CO., INC.,
1248-60 Broadway, Buffalo, N. Y.

WANTED

For portable mill, head sawyer who can act as manager. Personal interview necessary.
STANDARD WOODWORKING CO.,
Lafayette, Ind.

WANTED

Experienced panel, veneer plant and box factory manager for modern up-to-date plant. Satisfactory references required as to ability, character and experience.
STOUT LUMBER COMPANY, Thornton, Ark.

LUMBER FOR SALE

FOR SALE

3 cars 7/4 No. 1 Common & Better Hard Maple.
CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

Hardwood lumber, dimension stock and cross ties. Write me your wants and prices.
ELMER COATS, Medina, Tenn.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

WANTED

To sell output of two reliable hardwood band mills, on either commission basis or so much per month. Have selling organization that can show results. Address Box 743, care of HARDWOOD RECORD.

LUMBER FOR SALE

30,000' 6/4 No. 2 Com. & Btr. W. Va. Cherry.
100,000' 4/4 No. 1 Com. Canadian Birch.
50,000' 5/8 Sap & Sel. W. Va. Poplar.
40,000' 6/4 No. 1 Com. & Btr. Ash.
C. B. TALBOT TRUSTEE CO., Detroit, Mich.

PHILIPPINE MAHOGANY

White Lauan and almon direct from our mill. CIF quotations Atlantic ports. ORIENT TRADING COMPANY, G. T. P. Dock, Seattle, U. S. A.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

FOR SALE

3 cars 4/4 No. 2 & Btr. Oak Boards.
3 " 4/4 No. 2 & Btr., Gum Boards.
Well manufactured stock, nicely assorted widths and lengths, mostly No. 1. WARREN-GODWIN LUMBER CO., Jackson, Miss.

BLACK WALNUT DIMENSION

Several carloads 2 1/2 x 2 1/2—30" clear and dry walnut pieces suitable for high grade furniture work.

J. RICHARD JACKSON & BRO.,
Perry Bldg., Philadelphia, Pa.

LUMBER FOR SALE

300 M ft. Merchantable 2" spruce 8—16'.
200 M ft. 2" and 2 1/2" No. 1 C. & Btr., birch, 50% No. 1 C.
2 cars 2" and 3" FAS birch.
2 cars 1" and 2" Log Run brown ash, 2,000 ft. 1" basswood.
400 M 3/8 x 1 1/2 x 48" No. 1 hemlock Lath, 2 cars Merch. spruce lath.
2 Million cedar shingles.
200 M ft. 13/16" birch flooring.
Freight rate to Boston 33 1/2c, to Buffalo 35 1/2c, to Detroit 42c per 100 lbs.
All the above in good shipping condition.
J. ALPH TOUSIGNANT, Victoriaville, P. Q., Canada.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
45,000' 1 1/4" thick Flitch sawn
42,000' 1 1/2" thick Flitch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

ACTUAL SELLING PRICES

Actual current wholesale selling prices f. o. b. all the principal markets on all grades and sizes of hardwoods, southern yellow pine, North Carolina pine and West Coast woods, with comprehensive market review and forecast, published by THE LUMBERMEN'S BUREAU, 832 Munsey Bldg., Washington, D. C. Write for sample copy.

LUMBER WANTED

WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

WANTED—LUMBER AND LOGS

Southern hardwood lumber and logs. Must be high class, well located for railroad transportation. Prices must be attractive. Address Box 750, Care HARDWOOD RECORD.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

WANTED

Second growth white ash logs 10" and up. Cash f. o. b. loading point.
CAL BALMER, Bluffton, Ohio.

LOGS WANTED

We want several hundred thousand feet white oak, poplar and walnut logs. What have you to offer. State fully in first letter. P. O. Box 411, Indianapolis, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 1/2" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

DIMENSION STOCK FOR SALE**FOR SALE**

1 car Sawed Piece Felloes 2x2 $\frac{3}{4}$, 3' 8" and 3' 4".
 1 car Sawed Piece Felloes—1 $\frac{1}{2}$ x2 $\frac{1}{4}$, 3' 8" and 3' 4".
 1 car Dry Oak Squares 1 $\frac{1}{2}$ x1 $\frac{1}{2}$, 19, 24 and 38".
 1 car 7x8, 8' 6" White Oak Ties.
 Inquiries invited for Oak, Hickory and Gum Dimension. Address Box 61, Panola, Ala.

PLANTS FOR SALE**FOR SALE**

Sash and door mill. Fully equipped and excellent location. Will consider proposition for purchase of part interest. BEDARD & MOR-
 ENCY MILL CO., Oak Park, Ill.

TIES FOR SALE**FOR SALE**

10,000 No. 1 & 2 White Oak Cross Ties.
 H. M. LONG & SONS, Guntersville, Ala.

REJECT TIES FOR SALE

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

TIMBER FOR SALE**TIMBER FOR SALE**

About 15 million feet of hardwood timber on Alabama River and 1 mile from nearest railroad point and three miles from railroad junction. For further information write Dr. D. Cook, Camden, Alabama.

FOR SALE

3,000 acre plantation, including 1,600 acres virgin gum and oak, estimated at 10,000 ft. an acre, Concordia Parish, Louisiana, $\frac{1}{2}$ mile from Mississippi River, 1 mile to T. & P. R. R. Will sell timber separate. For price write: M. A. FRISINGER, Fairview, La.

FOR SALE

Valuable timber tract in Franklin County, Tenn., five to seven miles from Winchester, 4,890 acres in fee simple, fine white and red oak, hickory and other hardwoods. Price and terms reasonable. Address THE CANADA WHEEL WORKS, Merriton, Ont., Canada.

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Peacock's Patent. Works with a Fordson Tractor. Write us or ask your Ford dealer for particulars. TOM HUSTON MFG. CO., Columbus, Ga.

FOR SALE

Log Skidders and Loaders, Locomotives, Cars, Steam Shovels, Trenchers, Band and Circular Sawmills, Turbo Generator and Direct Connected Electric Sets. Send your inquiries direct to us.

J. F. DONAHOO CO.,
 Birmingham, Alabama.

FOR SALE—NEW CARS

10 Flat cars, steel underframe.
 80,000 capacity, 40' 8" long M. C. B.
 Delivery near Cincinnati.
 Wire for special price, quick sale.

A. V. KONSBERG,
 40 N. Dearborn St.,
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TRANSIT CARS

When you have any transit cars and cannot find a home for them, ship them on to us. We will unload, store, insure and reload them when you desire at reasonable charges. Write for full particulars. THE FOREST PRODUCTS CO., Canton, Ohio.

MACHINERY WANTED**WANTED**

Mechanical veneer dryer. Coe or Textile preferred. Address Box 736, care HARDWOOD RECORD.

WANTED MISCELLANEOUS

100 to 200 lumber buggies. What have you to offer? State condition and best price in first letter. Address P. O. Box 411, Indianapolis, Ind.

WANTED

A second hand steel guy derrick 10 ton capacity for handling logs 100 to 110 ft. mast, 90 to 100 ft. boom, must be complete in all details. State what you have to offer and your lowest cash price in first letter, and how quick shipment could be made if purchased. Address P. O. Box 411, Indianapolis, Ind.

MACHINERY FOR SALE**FOR SALE—FOOS FUEL OIL ENGINE**

30 H. P. Throttling governor, complete, with pump, etc., four years old, in good running order. SPANJER BROS., INC., 1160 Chatham Court, Chicago, Ill.

FOR SALE

2 80 H. P. Bollers
 1 Nigger
 1 Saw cab and mandrel
 1 Steam Feed 7"x42"
 FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE—SECOND HAND PIPE

All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, boilers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

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Standard dry kiln (Indianapolis) has been used for drying lumber in a kiln 20x100'. Consists of 10,000' 1" pipe, headers and 40 roller bearing trucks (iron) and 400 feet track rail. If interested, write for full description. W. H. Campbell, MICHIGAN VENEER CO., Alpena, Mich.

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One No. 66, 9x6 Hail & Brown high speed planer and matcher, complete with double profiler. With this machine the extra equipment is worth \$600. This includes jointer heads with knives complete, T & G flooring heads, 5-8 T & G ceiling heads, square head for profile, six high speed discs for double beaded ceiling or partition with bits complete. Price on this machine with all of the extra equipment is \$1,750, f. o. b. cars Mobile. STOVER LUMBER CO., Mobile, Ala.

FOR SALE — GUARANTEED REBUILT

Filing room machinery. Send for monthly mailing list.

GEBOTT MFG. COMPANY, Big Rapids, Mich.

FOR SALE

Complete Sinker Davis Medium Sawmill outfit, except engine. Will sell right if bought soon. Mill has capacity of 10,000 to 15,000 feet daily. Too large for our use. For particulars write ROHM BROS. & CO., Rockville, Ind.

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BUSINESS OPPORTUNITIES**WANTED—MILL CONNECTIONS**

Responsible firm selling domestic and export trade desires connection with firms operating band mills to sell output on commission basis. Prefer one largely gum, cypress and oak. Another largely poplar, oak and chestnut. Can help finance to a certain extent or would buy an interest on proper basis. Give full particulars. Address Box 737, care HARDWOOD RECORD.

FOR SALE OR LEASE

At a positive bargain our going band saw mill plant of 30,000 ft. daily capacity, all modern equipment in A No. 1 condition. Can be had with or without our planing mill. Has buildings for veneer plant. In easy access of inexhaustible hardwood timber resources by rail and river. Cairo, Ill., rates to all points. For complete information with detailed list of the property address:
 WILLIAMSON & KUNY, Mound City, Ill.

VENEERS FOR SALE**OHIO VENEER COMPANY**

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
 CINCINNATI, OHIO

MISCELLANEOUS**Woodworking Concerns**

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
 Minneapolis, Minn.

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TALLY SHEETS With WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave.

CHICAGO, ILL.

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: HolzmueUer, Hamburg

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LUMBER FOR SALE

Confidence Is the Keypnote of Cornelius

Write or Wire for Right Prices on the following

ASH	8/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Shop
BEECH	8/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 9-17", 40%	8/4" No. 2 Common
14' & 16' Band Saw	YELLOW CYPRESS
1" FAS Band Saw	4/4" No. 1 Com., 1x10", 60% 14' & 16'
1" No. 1 Com., Bd. Saw	ELM
1" Log Run, 75% No. 1 & B.	10/4" Log Run, 75% No. 1 & Better
RED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago, Northwest
Office: Merchants National Bank Bldg., St. Paul, Minn.
Southern Office: Central Bank Bldg., Memphis, Tenn.
Mills: Drew, Miss.; Osmeek, La.; Lake City, Fla.

SPECIALS FOR SALE

150,000' 1" nice Wisconsin White Pine, log run.
Not mixed with Norway, jack, tamarack or balsam.
20,000' 2x6 & 2x8 White Pine, for window and door
frames.
50,000' 1" & 2" Norway, log run, largely 16', 18'
and 20'.
1,000,000' 1" & 2" hemlock, No. 3 & Better. Any-
thing you want.

BIRCH	12/4" No. 1 & B. 30,000'
1" No. 1 C&B. 100,000'	CRATING STOCK
5/4" No. 1 C&B. 50,000'	1".....No. 3 Basswood
6/4" No. 1 C&B. 50,000'	1", 1 1/2" & 2".....
8/4" & 10/4" No. 1	1".....No. 3 Birch
C&B. 20,000'	1" & 2".....Hard Maple
HARD MAPLE	1".....Soft Maple
1" Log Run.....100,000'	1".....No. 3 Hemlock
5/4" No. 1 Com. 15,000'	1x4.....Hemlock Stps.
6/4" No. 1 C&B. 20,000'	2x6.....Birch Hearts
2" No. 2 & Btr. 180,000'	3x6.....Maple Hearts
10/4" No. 1 & B. 45,000'	4x6.....Maple Hearts

PROMPT SHIPMENT

C. P. Crosby, Rhinelander, Wis.

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES

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Hardwoods and White Pine

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Hardwood Record

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HARDWOODS FOR SALE

ASH

LOG RUN, 4/4-8/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., white, 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHE-MANN & CO., Memphis, Tenn.

NO. 1 C., white, 4/4-16/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., white, 4/4, 6/4, 8/4, 10/4, 12/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

COM. & BTR., 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

COM. & BTR., 10/4, 12/4". MEMPHIS LAND LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 4/4, 8/4, 10/4"; NO. 2 C., 5/8, 4/4, 6/4, 8/4, 10/4, 12/4"; FAS, 4/4, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

COM. & BTR., 4/4-16/4", good avg. wdths. & std. lgth., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & SEL., & NO. 2 C., both 4/4, reg. wdths. & lgths.; LOG RUN, 8/4, 10/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C., 4/4". WOOD MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16 4", reg. wdths. & lgths., 6-10 mos. dry; NO. 1 C., 1 1/2-12 1/2", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 4/4-10/4", reg. wdths. & lgths., 6-10 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 9 mos. dry, fancy stock. C. H. WORCESTER CO., not Inc., 19 S. La Salle, Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry, good text. northern. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, O.

NO. 2 COM. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SEL. & BTR., 4/4, 5/4, 6/4", 6" & wdr., 8-16", 10 mos. dry; FAS, 5/4, 6/4", 6" & wdr., 8-16", 10 mos. dry. NO. 1 C. & BTR., 10/4, 12/4", 6" & wdr., 6-16", yr. dry. BIGELOW COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4-5/4", reg. wdths. & lgths., 8 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS & SEL., & NO. 1 C., both 4/4"; NO. 2 C., 4/4, 5/4, 8/4"; NO. 3 C., 4/4-8/4"; NO. 1 C. & BTR., 6/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

FAS, NO. 1 C., both 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 & BTR., NO. 2 C., both 4/4", reg. wdths. & lgths., 9 mos. dry, fancy stock. C. H. WORCESTER CO., not Inc., 19 S. La Salle, Chicago, Ill.

BEECH

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

LOG RUN, 6/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 3/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., 10 mos. dry, full product of log; SEL. & BTR., 4/4, 5/4, 6/4", 4" & wdr.,

6-16", 10 mos. dry; NO. 1 C., 4/4, 5/4, 6/4", 4" & wdr., reg. lgths., 10 mos. dry; NO. 2 C., 4/4, 5/4, 6/4", 4" & wdr., reg. lgths., 10 mos. dry. BIGELOW COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 8/4, 12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 5/8, 5/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SEL. & BTR., 4/4, 5/4, 6/4, 8/4", 6" & wdr., 6-16", 10 mos. dry; NO. 1 C. & BTR., 10/4, 16/4", 6" & wdr., 6-16", 10 mos. dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 10 mos. dry. BIGELOW COOPER CO., Bay City, Mich.

FAS, SEL., both 4/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 & BTR., 8/4", reg. wdths. & lgths., 10 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & NO. 1 C., 8/4"; NO. 2 C., NO. 3 C., both 6/4"; NO. 1 C. & BTR., 10/4, 12/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

FAS, 4/4, 5/4"; NO. 1 C., 5/4, 6/4"; SEL., 5/4"; NO. 2 C., 5/4, 6/4". NORTH VERNON LBR. MILLS, Mount Vernon, Ind.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., 4/4-8/4", reg. wdths. & lgths., 6-9 mos. dry. C. H. WORCESTER, not Inc., 19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths., std. lgths., 2 yrs. dry; NO. 2 C., 4/4", reg. wdths.,

std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

NO. 1 C. & BTR., 4/4", reg. wdths. & std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CEDAR

LOG RUN, Tenn. red. ANDES NICELY LBR. CO., Knoxville, Tenn.
NO. 2 & BTR., 4/4", 3" & wdr., 6' & lgr., dry. J. A. RAYL, Athens, Tenn.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
NO. 2 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 8/4", good wdths., high av., 14 & 16", dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.
SD. WORMY & BTR., 5/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
SD. WORMY & NO. 1 C. & BTR., all 4/4", extra good width, largely 12' long, dry. W. F. CALE LBR. CO., Knoxville, Tenn.
NO. 1 C. & FAS, 4/4", good wdths. & lgths., 75% 14 & 16", 30% FAS, yr. dry; NO. 2 C. & BTR., 4/4", good wdths. & lgths., yr. dry; NO. 2 C. & BTR., 8/4", good wdths., 50% 14 & 16", yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
NO. 1 C., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.
NO. 2 & BTR., 4/4", 3" & wdr., 8' & lgr., dry. J. A. RAYL, Athens, Tenn.
NO. 1 C., 4/4". WOOD MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4. KRAETZER-CURED LBR. CO., Greenwood, Miss.
LOG RUN, 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
FAS, 4/4", 13" & up, reg. lgths.; BX. BDS., 4/4", 13-17", 9-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

SHOP & BTR., 4/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 SHOP, yellow; NO. 1 C, NO. 2 C., all 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.
SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 1 SHOP & BTR., 4/4-8/4", good wdths., 65% long, 6 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.
COM. & BTR., 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
FAS, 4/4, 5/4, 8/4"; SEL., 4/4, 5/4, 6/4, 8/4"; NO. 1 SHOP, reg. 4/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.
SEL., 4/4, 6/4", good wdths. & lgths.; NO. 1 SHOP, 4/4, 6/4", good wdths. & lgths.; NO. 1 C., 4/4, 6/4", good wdths. & lgths.; NO. 1 C., 4/4", 6, 8, 10, 12", reg. lgths.; NO. 2 C., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", 6, 8, 10, 12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

ELM—SOFT

NO. 2 C. & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
NO. 2 C. & BTR., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.
LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.
LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4, 10/4", reg. wdths. & lgths., 10 mos. dry; NO. 2 & BTR., 6/4", reg. wdths. & lgths., largely NO. 1 C., yr. dry; NO. 3, 4/4", reg. wdths. & lgths., 10 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.
LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 5/4, 6/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 10/4 & 12/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

LOG RUN, 12/4", good wdths. & lgths., 6 mos. dry, band sawn Ark. OSGOOD CORSON LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry; NO. 2 C. & BTR., & NO. 3 C., both 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. wdths. & lgths. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 6/4", reg. wdths. & lgths., yr. dry. C. H. WORCESTER CO., not Inc., 19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—ROCK

NO. 2 C. & BTR., 8/4"; NO. 3 C., 8/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 1 C., 4/4". GRISMORE HYMAN CO., Memphis, Tenn.
COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 2 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 1 C., 4/4, 5/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.
COM. & BTR., 4/4-8/4", good avg. wdths. & std. lgth., dry. J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.
COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.
FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 5/4, 6/4, 8/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.
COM. & BTR., S. N. D., 6/4-8/4", good wdths. & lgths., 6 mos. dry, band sawn Ark. OSGOOD CORSON LBR. CO., Chicago, Ill.
COM. & BTR., 4/4-8/4", good avg. wdths. & std. lgth., dry. J. V. STIMSON & CO., Owensboro, Ky.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.
NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.
NO. 2 & BTR., 4/4", good wdths. & lgths., 6 mos. dry; DOG BDS., 6/4, 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.
FAS, 4/4, 5/4", reg. NO. 1 C., 4/4, 5/4", reg. MEMPHIS LAND & LBR. CO., Memphis, Tenn.
NO. 2 & BTR., 4/4, 5/4", 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 & BTR., qtd., 4/4, 6/4, 8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
COM. & BTR., pl., 4/4-8/4", good avg. wdths. & std. lgths., dry; BX. BDS., pl., 4/4", 13-17", std. lgths., dry; COM. & BTR., qtd., 4/4-8/4", good avg. wdths. & std. lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.
LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.
NO. 1 C., S. N. D., 4/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. R. & S., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. dry; NO. 1 C., pl. R. & S., 4/4, 5/4, 6/4, reg. wdths. & lgths., 6

mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., R. & S., 4/4, 6/4, 8/4"; NO. 1 C. & BTR., qtd. R. & S., 4/4, 6/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4. GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 & BTR., black, 4/4", good wdths. & lgths., 6 mos. dry; NO. 2 & 3 TUPELO, 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

BX. BDS., tupelo, 4/4", 13" & up, 9-12", 75% 14-16", 6 mos.-12 mos. dry; FAS, 4/4, tupelo, reg. wdths., 75% 14-16", 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., qtd., S. N. D., 6/4, 8/4", good wdths. & lgths., 6 mos. dry, band sawn, Ark. OSGOOD-CORSON LBR. CO., Chicago, Ill.

HACKBERRY

NO. 2 & BTR., 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

NO. 2 C. & BTR., 6/4", good wdths. & lgths. AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, 6/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 8/4, 10/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 8/4", extra good wdths., largely 12' long, green. W. F. CALE LBR. CO., Knoxville, Tenn.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry, good text. YEAGER LBR. CO., Buffalo, N. Y.

MAGNOLIA

NO. 2 & BTR., 4/4-8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR., 90% hard, 4/4", good wdths. & lgths.; dry; NO. 2 C. & BTR., 90% hard, 4/4, 6/4, 8/4", good wdths., high avg. lgths., 14 & 16", dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SEL. & BTR., 4/4-8/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR., 10/4, 12/4, 16/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4-8/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR., end dried white, 4/4-8/4", reg. wdths. & lgths., 10 mos. dry. BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

QTD-SAWED, 5/4, 6/4, 8/4"; NO. 1 C & BTR., 5/4, 6/4, 8/4, 10/4. JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 10/4, 12/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

SEL. & BTR., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry; NO. 3 C., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 5/4, 8/4, 10/4, 12/4, reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 & BTR., 5/4-10/4", reg. wdths. & lgths., 6-10 mos. dry. C. H. WORCESTER CO., NOT INC., 19 S. LaSalle, Chicago.

MAPLE—SOFT

LOG RUN, 4/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4, 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4"; NO. 3 C., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4", full log run. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

COM. & BTR., 4/4"; NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

SEL. & FAS, 4/4", extra good wdths., 14 & 16', 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4". GRISMORE-HYMAN LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., 5 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 2 C. & BTR., 4/4, 5/4", 60% 14-16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 3/4, 4/4, 10/4"; NO. 2 C., 5/8, 3/4, 4/4, 5/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 & BTR., 4/4", 3" & wdr., 8' & lgr., dry. J. A. RAYL, Athens, Tenn.

NO. 3 C., 4/4", reg. wdths. & lgths.; FAS, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 8/4"; NO. 1 C., 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 3/4, 4/4, 5/4", reg. wdths. & lgths.; NO. 1 C., 5/8", 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 3" & wdr., 8' & lgr., dry. J. A. RAYL, Athens, Tenn.

FAS, 3/4-8/4", good avg. width., std. lgth., dry; NO. 1 & 2 C., 3/4-8/4", good avg. width., std. lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO. INC. Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4; NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1, 2 & 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

SEL. & FAS, 4/4", extra good wdths., 14 & 16', 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

FAS, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 3' & wdr., 8' & lgr., dry. J. A. RAYL, Athens, Tenn.

COM. & BTR., 5/8-16/4", good avg. wdths., std. lgths.; dry; COM. & BTR., 3/4-16/4", good avg. wdths., std. lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4-5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & BTR., 3/8, 5/4"; NO. 2 C. & BTR., 1/2, 5/8, 3/4"; NO. 1 C., 4/4; STRIPS, 4/4", 2 1/2-5 1/2". KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

FAS, NO. 1 C., both 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", 60% 14-16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 5/4, 6/4", good wdths. & lgths., 5 mos. dry, band sawn. ARK. OSGOOD-CORSON LBR. CO., Chicago, Ill.

NO. 2 & BTR., 4/4", 3" & wdr., 8' & lgr., dry. J. A. RAYL, Athens, Tenn.

FAS, 1/2-12/4", good avg. wdths., std. lgth., dry; NO. 1 & 2 C., 1/2-8/4", good avg. wdths., std. lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4"; NO. 1 C. & BTR., 3/8; NO. 1 C., 1/2, 3/4, 4/4". STIMSON VENEER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 5/8, 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville.

FAS, 1/2, 5/8, 3/4, 4/4, 5/4, 6/4; reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4, 5/4, good wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

SD. WORMY, 4/4, 5/4" good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

FAS, 4/4", good wdths. & lgths., yr. dry; NO. 1 & 2 C., 4/4", fair wdths., good lgths., 10 mos. dry; NO. 1 C., 4/4", good wdths., fair lgths., 10 mos. dry; NO. 3 C., 4/4", fair wdths. & lgths., 10 mos. dry; SD. WORMY, 4/4", good lgths., 10 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

SD. WORMY, NO. 1 C. & BTR., 3/4, 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., mixed, 4/4", good wdths., largely 12' long, 6 mos. dry. W. F. CALE LBR. CO., Knoxville, Tenn.

LOG RUN, R. & W., 4/4, 5/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

CORE STOCK, 4/4", pl., reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HDWD. CO., Charleston, Miss.

NO. 3 & BTR., 4/4", good wdths. & lgths., 6 mos. dry; DOG BDS., 6/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, pl., 4/4-8/4", reg. wdths. & lgths., 6-12 mos. dry, soft text. J. M. LOGAN LBR. CO., Knoxville, Tenn.

SD. WORMY, COM. & BTR., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, pl. & qtd., 4/4, 5/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., northern, 4/4", reg. wdths. & lgths., 9 mos. dry. C. H. WORCESTER CO., Not Inc., 19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16-4", reg. wdths. & std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

PINE—WHITE

LOG RUN, 4/4, 5/4, 6/4", good wdths. & lgths., yr. dry. ANDES LBR. CO., Knoxville, Tenn.

POPLAR

FAS, 4/4, 5/4, 6/4", over 50% 12" wide, over 70% 14 & 16", over 4 mos. dry, soft yellow. AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

NOS. 1 C. & 2-A, both 4/4", good wdths., fair lgths., 8 mos. dry; 2-B, 4/4", fair wdths. & lgths., 8 mos. dry; COM. & BTR., 6/4", good wdths. & lgths., 10 mos. dry. ANDES LBR. CO., Knoxville, Tenn.

NO. 1 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdths. & lgths., 40% 14 & 16', 6-12 mos. dry; NO. 2 C., 8/4", reg. wdths., 40% 14-16' long, 6-12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 3" & wdr., 10' & lgr., dry. J. A. RAYL, Athens, Tenn.

NO. 2 C. & BTR., 5/8-8/4", good avg. wdths. & std. lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CLEAR SAP, 5/8, 4/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 8/4", reg. wdths. & lgths.; NO. 2 A & B., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

WALNUT

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6' & 7', 8 mos. dry; FAS, 4/4", 10" and up, 6' & 7', 8 mos. dry; FAS, 4/4", 6-10", 8 & 9', 10 mos. dry; FAS, 4/4", 6-10", 8-16', 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8 mos. dry; FAS, 5/4", 6-10", 6' & 7', 6 mos. dry; FAS, 5/4", 6-10", 8-16', 8 mos. dry; FAS, 6/4", 6-10", 6' & 7', 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16', 8 mos. dry; FAS, 8/4", 6-10", 8-16', 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16', 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16', 15 mos. dry; FAS, 16/4", 6" & up, 8-16', 20 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 1 C., 12/4", reg. wdths. & lgths., 15 mos. dry; SEL., 4/4", reg. wdths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. wdths. & lgths., 8 mos. dry; SEL., 6/4", reg. wdths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

NO. 1 C. & BTR., 1/2-5/8"; FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; SEL., 4/4, 5/4, 6/4"; NO. 2 C., 4/4". J. A. RAYL, Knoxville, Tenn.

NO. 2 & BTR., 4/4", 3" & wdr., 6' & lgr., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

MISCELLANEOUS

FLOORING

OAK, ALL GRADES. ANDES NICELY LBR. CO., Knoxville, Tenn.

CLR. WOLVERINE, 13/16x2 1/4; NO. 1, 13/16x 2 1/4, 13/16x3 1/4; FACTORY, 13/16x2 1/4, 13/16x3 1/4, 11/16x2 1/4, 11/16x3 1/4. STRABLE LBR. & SALT CO., Saginaw, Mich.

PINE AND HEMLOCK

YARD & CRATING STOCK. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

VENEER—FACE

ASH

1 1/2-5/8" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

BIRCH

Rotary cut, 1/8", 6-24", 41-86", kiln dried, large per cent, small faces; LOG RUN, rotary cut, 1/16", 6-36", 36-40", kiln dried. J. J. NARTZIK, INC., 1966 Maud Ave., Chicago, Ill.

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THANE LUMBER COMPANY

MANUFACTURERS

RED GUM, SOFT TEXTURED RED OAK, WILLOW,
CYPRESS, COTONWOOD, SUGARE,
ELM, AND WHITE OAK.

Band Saw Mill

Arkansas City, Arkansas Address Sales Correspondence
Memphis, Tennessee

The **QUALITY** lumber producers.
Honest grades and measurements.
All wide and select stock left in.
None of our grades are manipulated.
Every courtesy and service extended.

The above is our **MOTTO**. Straight, clean grades, National Inspection, band sawed, high quality lumber of extra fine widths, 50% or more 14' and 16' lengths. Our lumber is branded T.

CAN SURFACE, RESAW OR SHIP MIXED GRADES
CAN KILN DRY STOCK

Von Platen-Fox Company

IRON MOUNTAIN

MICHIGAN

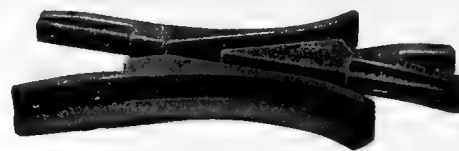
Manufacturers of
NORTHERN HARDWOODS

BIRCH

4/4" Red	4,000'	5/4" 6" & wider C. & B. 100,000'
4/4" Curly	8,000'	5/4" No. 1 Com. 40,000'
4/4" Unsel. Com. & Btr.		5/4" No. 2 Com. 100,000'
6" & wider.	60,000'	5/4" One face No. 2 C. 73,000'
5/4" Red	3,000'	5/4" No. 3 Com. 100,000'
5/4" Curly	3,900'	8/4" No. 3 Com. 38,000'

ROCK ELM

6/4" No. 2 Com.	15,000'	8/4" No. 2 Com. & Btr. 100,000'
10/4" Com. & Btr.	28,000'	



FROGS SWITCHES TRACK CARS

In stock ready to ship

WRITE FOR BULLETINS AND PRICES

Koppel Industrial Car & Equipment Co.

KOPPEL, PENNSYLVANIA

Sales Offices:

New York Chicago Pittsburgh San Francisco Detroit



Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of **CYPRESS** and **GUM**

Time Is the Test of Worth HARDWOOD RECORD

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

GUM

Door bottoms, rotary cut, 1/4", 3/16", 12-24", 16-36", kiln dried; Cut Downs, rotary cut, 1/4", 6-20", 12-36", kiln dried; **LOG RUN**, rotary cut, 1/20", 16, 16 kiln dried. **J. J. NARTZIK, INC.**, 1966 Maud Ave., Chicago, Ill.

MAHOGANY

ANY thickness. **THE DEAN-SPICKER CO.**, Chicago, Ill.

ALL GRADES, and thicknesses, both rotary and sliced cut. **THE FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. **WILLIAMSON VENEER CO. MILLS**, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

QTD., 1/8-5/16"; PL., 1/8-5/16" up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

OAK—PLAIN

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

SWD., white, all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

SHEET STOCK, white, 1/20 and 1/16, 8-30" wide, 4-10' long. **WILLIAMSON VENEER CO. MILLS**, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. **THE DEAN-SPICKER CO.**, Chicago, Ill.

WHITE, 1/20". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

WHITE, sawed & sliced. **NICKEY BROS., INC.**, Memphis, Tenn.

WHITE, sawed quartered. **WOOD MOSAIC CO., INC.**, Louisville, Ky.

POPLAR

1/8-5/16" up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

Cut to size, rotary cut, 1/20", 18-55", 16-25", kiln dried. **J. J. NARTZIK, INC.**, 1966 Maud Ave., Chicago, Ill.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. **WILLIAMSON VENEER CO. MILLS**, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. **THE FREIBERG MAHOGANY CO.**, Cincinnati, O.

EVERYTHING in walnut veneers, Butts, sliced, half round, rotary cut. **WILLIAMSON VENEER CO. MILLS**, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. **WOOD-MOSAIC CO., INC.**, Louisville, Ky.
1/20-3/8". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.
FIG., all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

GUM

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

POPLAR

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

PANELS AND TOPS

GUM

QTD. FIG., any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

OAK

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11-73)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases—
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 30)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 60)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer. Charleston, **MISSISSIPPI**

(*See page 55)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 61)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls, **W. VA.**

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 76)
W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units
Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 73)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

(*See page 8)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 36)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

—ADS ON "USE OAK" PAGE OF—
HARDWOOD RECORD
GET RESULTS

(*See page 72)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page —)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 62)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 76)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
 YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

MAPLE Dry Grn.							
4/4" No. 1 C&B Qtd.	13M	3M		4/4" No. 2 Common	23M	5M	
5/4" No. 1 C&B Qtd.	3M			4/4" No. 3 Common		26M	
6/4" No. 1 C&B Qtd.	3M			BEECH			
8/4" No. 1 C&B Qtd.	24M			6/4" No. 2 C&B	76M	50M	
5/4" No. 1 End Dried Wh.	3M			5/8" No. 3 Common	100M		
4/4x6" & up No. 1 C&B Pl.	20M			4/4" No. 3 Common	16M	36M	
4/4x10" & up No. 1 C&B Pl.	20M			5/4" No. 3 Common	40M		
6/4" No. 1 C&B	12M			6/4" No. 3 Common	181M	75M	
10/4" 1st & 2nds	12M			BASSWOOD			
6/4" No. 2 C&B Soft.	53M	2M		4/4" No. 2 C&B	258M	76M	
4/4" No. 2 Common	250M	90M		4/4" No. 2 Common	14M		
5/4" No. 3 Common	44M			4/4" Piano Key White	14M		
6/4" No. 3 Common	200M	130M		5/4" Piano Key White	5M		
8/4" No. 3 Common	64M			SOFT ELM			
BIRCH				4/4" No. 2 C&B	151M	101M	
4/4" No. 2 C&B	104M	13M		4/4" No. 2 Common	14M		
				8/4" No. 1 C&B		48M	
				12/4" No. 1 C&B	13M	34M	

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Any Time You Get
as Good as the

RED BOOK

You can't get any better credit book.

It's the real authority to consult on lumber buyers, wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION

CHICAGO and NEW YORK

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

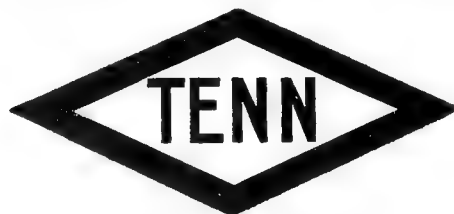
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

BRISTOL TRIM

DIAMOND TENNESSEE BRAND



GUARANTEED

BRISTOL
DOOR & LUMBER CO.
BRISTOL, TENN.

REPRESENTATIVES

J. M. ATTLEY & CO. Chicago, Ill.
1420 Lumber Exchange
J. W. TURNBULL LUMBER CO. Philadelphia, Pa.
I. N. CHASE LUMBER CO. Boston, Mass.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

FOR SALE

WE HAVE A GOOD STOCK OF
WHITE ASH

from 5/8" to 16/4" thick. If you are in the market for any grade or thickness,

Write Us

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

**WE BUY AND SELL LOG RUN
& STRAIGHT GRADE LUMBERS**

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

A New Broom Sweeps Clean

All we ask is an opportunity to demonstrate to you the truthfulness of this old adage as applied to **Hardwoods** by a new concern that is in business to stay and that has

A REPUTATION TO BUILD

We can not build our foundation on sand, so will give you good grades of lumber at attractive prices and guarantee satisfactory service.

R. R. May Hardwood Co.

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

**Mason-Donaldson
Lumber Company**

RHINELANDER, WISCONSIN

HARDWOODS

PINE AND HEMLOCK LUMBER

ASH

1 1/2" No. 2 C&B 65M³

BASSWOOD

1 1/2" F&S 75M³

1 1/2" S&No. 1 C 60M³

1 1/2" No. 2 C 84M³

1 1/2" No. 2 C 15M³

5/4" No. 2 C 75M³

6/4" No. 1 C&B 26M³

8 1/2" No. 2 C 16M³

8 1/2" No. 2 C 29M³

BIRCH

1 1/2" to 8 1/2" S&No 1C

1 1/2" to 6 1/2" No. 2C

1 1/2" to 6 1/2" No. 3C

10 1/2" No. 1 C&B 20M³

12 1/2" No. 1 C&B 65M³

ROCK ELM

8 1/2" No. 2 C&B 16M³

8 1/2" No. 3 C 16M³

SOFT MAPLE

1 1/2" No. 2 C&B 6M³

10M³ of 162, 75M³

Also Pine and Hemlock Yard and Crating Stock

Fast Attention and Prompt
Quotations Made on All Inquiries

WRITE US ABOUT YOUR WANTS



The Mark of Conservative Merit

It is purposed that this advertisement shall carry a message of understandable value to executives in wood-using factories everywhere. In general, reputation comes when, through long years of painstaking growth, merit in goods and courtesy in service have remained supreme over many disheartening experiences. The fact, therefore, that a sound reputation has been established is, per se, evidence of unwavering cleavage to correct business principles. The successful executive will understand that. Because we can without boasting claim to have reached that position, we hope our advice to buyers of southern hardwood lumber, veneers and panels may be heeded. Our counsel "BUY NOW" is sponsored by a long record of constructive thought. Don't overload—don't speculate—but cover your next few months' needs.

The ANDERSON-TULLY CO.

Fine Hardwoods

MEMPHIS

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar
Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**

Quartered Oak

Chestnut **Basswood**

Oak Flooring

Coal Grove, Ohio, U. S. A.

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

WE have in our successive price lists reckoned with the law of supply and demand, and followed the general decline in lumber prices.

In issuing our February stock and price list we took further losses on lumber on hand produced at the high cost figures of the past. We are basing these prices upon the reduced production costs which we expect in the future; in other words upon the costs which we expect after March 1. On that date we will resume the operation of forty per cent of our mills. We will resume production upon reduced wage scales—making reductions as drastic as we feel it possible to make in justice to our employees.

Conditions generally are showing gratifying improvement; and we expect to put other mills into production from time to time, as circumstances warrant this course.

W. M. RITTER LUMBER CO.
COLUMBUS, OHIO

Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 10, 1921

Subscription \$2.
Vol. L, No. 10

St. Francis Basin Hardwoods

Kraetzer Cured and Air Dried

Tennessee Aromatic Red Cedar

Car Loads and Less or Mixed With Hardwoods

“What Others Say”

“Your letter of February 15th received and we want to say that this was a very nice lot of lumber. It was good widths and lengths and well manufactured, dry stock and the grading was very liberal. We are sorry we cannot use more of this lumber at the present time. *We received several cars from other manufacturers at a cheaper price, but the lumber was not nearly as satisfactory.* When we are in need of more stock, we will take the matter up with you.”

(Note—The above was sent us February 24, 1921, unsolicited. Name given on application.)

GEORGE C. BROWN & CO.

HOME OFFICE, MEMPHIS, TENNESSEE

Band Mills — PROCTOR, ARK.

CROOKED BAYOU, ARK.

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALE

LUMBER

PHILADELPHIA
PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE


Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

 WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of

**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED *QUALITY*. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN *SERVICE* AND *QUALITY* BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY TO PLEASE
YOU

NEW ORLEANS REPRESENTATIVES
S. L. BELKNAP LUMBER & EXPORT CO.,
620-621 GODCHAUX BLDG.

Double Band Mills
Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

STRONG AS THE ROCK



Made under U. S. patent

Monite Waterproof Glue

represents proved superiority. MONITE satisfies all the requirements in glue, namely:

Strength
Dependability

Uniformity
Heat and Water Resistance

Unchanging Adhesion in All Weathers and Climates

The product of years of research and experiment, MONITE offers new and greater value—the best waterproof glue obtainable in America. It can be adopted with confidence in every branch of the woodworking industry.

Write for our booklet—let us submit prices and samples. Our skilled demonstrators are at your service

Representatives and stocks at

DETROIT
ST. LOUIS
MINNEAPOLIS
SAN FRANCISCO
TORONTO, CANADA

MONITE WATERPROOF GLUE CO.

GENERAL SALES OFFICE

136 West Lake Street, CHICAGO, ILLINOIS

Successors to CERTUS COLD GLUE COMPANY, Detroit, Michigan

Distributors for South and West

W. H. GAGE GLUE CO.
St. Louis San Francisco

Canadian Distributors

W. H. CUNNINGHAM CO.
Toronto, Canada

MONITE WATERPROOF GLUE

CHICAGO



The World's Greatest Lumber and Woodworking Center

John Hansen Lumber Co.

(NOT INC.)

1118 LUMBER EXCHANGE BLDG.
PHONES: RANDOLPH 552 AND 553

Southern and Northern Hardwoods

All Grades and Thicknesses for Box Purposes

WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
4/4" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

GALLOWAY PEASE LUMBER COMPANY

MANUFACTURERS

Southern Hardwood Lumber

General Offices: Eddy Building, SAGINAW, MICH.
MILLS CHICAGO, ILL.
Fisher Bldg. Poplar Bluff, Mo

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS HARDWOOD LUMBER

4/4" No 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE

1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS
WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN MISS.

Maisey & Dion Hardwoods

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 1118



WHITE OAK

of excellent quality
and expert manufacture.

Also

RED OAK ASH · GUM

All Band Sawn

Produced in our
new hardwood mill at
Little Rock, Arkansas.
The last word in modern
equipment.

We can ship Oak
Flooring, Square-Edged
Parquetry Strips, Trim
and Moldings with
Hardwood lumber—a
service of unusual ad-
vantage to the trade.

Write Now

E. L. BRUCE COMPANY
LITTLE ROCK

HARDWOOD PLANT, Little Rock
FLOORING PLANTS, Little Rock and Memphis

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

MEMPHIS

TENNESSEE

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled


1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

C. L. WHEELER, President
B. D. LEWIS, V. Pres. J. T. JONES, Secy. & Treas.



CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

SAP GUM		PLAIN OAK	
8/4" No 1 Common	31,000'	3/4" FAS	61,000'
6/4" Com. & Btr.	232,000'	4/4" FAS	44,000'
5/4" Com. & Btr.	129,000'	4/4" No. 1 Common	187,000'
4/4" Panel	62,000'	4/4" No. 2 Common	142,000'
4/4" FAS	175,000'	5/4" No 1 Common	40,000'
4/4" No. 1 Common	246,000'		
4/4" No. 2 Common	24,000'		
CYPRESS		HICKORY	
3/4" Select	20,000'	1/4" No 1 Common	8,000'
5/4" No. 1 Shop	45,000'	6/1" Log Run	32,000'
6/1" FAS	30,000'	8/4" Log Run	24,000'
7/4" Select	30,000'		
6/4" No 1 Shop	30,000'		

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM		PLAIN RED GUM	
4/4" FAS	4 cars	4/4" FAS	2 cars
5/4" FAS	1 car	4/4" No. 1	4 cars
4/4" No. 1	5 cars	QUARTERED RED GUM	
5/4" No. 1	4 cars	4/4" FAS	1 car
6/4" No. 1	1 car	5/4" FAS	1 car
8/4" No. 1	1 car	6/4" FAS	3 cars
5/4" No. 2	3 cars	8/4" FAS	4 cars
4/4" Box Bds. 13-17"	5 cars	3/4" No. 1	1 car
QTD. RED GUM, SND.		5/4" No. 1	3 cars
4/4" FAS	1 car	8/4" No. 1	6 cars
5/4" FAS	1 car	PLAIN RED OAK	
6/4" FAS	2 cars	4/4" FAS	1 car
8/4" FAS	5 cars	4/4" No. 1	1 car
3/4" No. 1	1 car	4/4" No. 2	2 cars
6/4" No. 1	4 cars	PLAIN WHITE OAK	
8/4" No. 1	2 cars	4/4" No. 1	5 cars
8/1" No. 1	1 car		

The Frank A. Conkling Co.

SOUTHERN HARDWOODS

Mills: Issaquena, Miss.; Percy, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM	
4/4" 1s & 2s	5 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	5 cars
Box Bds. 13-17"	4 cars
Box Bds. 9-12"	7 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	2 cars
6/4" No. 1 Common	10 cars
RED GUM	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	2 cars
3/4" No. 1 Common	10 cars
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	5 cars
QUARTERED SAP GUM	
4/4" Com. & Btr.	5 cars
5/4" Com. & Btr.	3 cars
6/4" Com. & Btr.	8 cars
8/4" Com. & Btr.	5 cars

QUARTERED RED GUM	
4/4" Com. & Btr.	3 cars
5/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	3 cars
8/4" Com. & Btr.	7 cars
PLAIN RED OAK	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	5 cars
6/4" Com. & Btr.	2 cars
ELM	
3/4" Log Run	2 cars
6/4" Log Run	8 cars
8/4" Log Run	7 cars
10/4" Log Run	4 cars
POPLAR	
4/4" Sap & Btr.	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK		PLAIN RED OAK	
1/2" FAS	28,000'	4/4" No. 1 Common	146,000'
1/2" No. 1 Common	23,000'	4/4" No. 2 Common	87,000'
3/4" No. 1 Common	30,000'	COTTONWOOD	
4/4" No. 1 Common	129,000'	4/4" FAS	12,000'
QUARTERED RED OAK		QUARTERED RED GUM	
4/4" FAS	34,000'	4/4" FAS	31,000'
4/4" No. 1 Common	123,000'	4/4" No. 1 Common	156,000'
4/4" No. 2 Common	73,000'	QUARTERED RED GUM, SND	
PLAIN WHITE OAK		8/4" Com. & Btr.	71,000'
4/4" No. 1 Common	63,000'	8/4" No. 1 Common	28,000'
4/4" No. 2 Common	62,000'	SAP GUM	
		4/4" No. 1 Common	160,000'
		4/4" Box Bds. 9-12"	11,000'
		4/4" Box Bds. 13-17"	11,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK		QUARTERED BLACK GUM	
5/8" No. 1 Common	2 cars	8/4" No. 1 Com. & Btr.	2 cars
4/4" 1s & 2s	2 cars	QUARTERED RED OAK	
4/4" No. 1 Common	5 cars	8/4" No. 2 Com. & Btr.	6,000'
4/4" No. 2 Common	2 cars	PLAIN SAP GUM	
4/4" Com. Strips	2 cars	5/8" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK		5/8" No. 2 Common	2 cars
3/4" 1s & 2s	1 car	4/4" No. 2 Common	1 car
3/4" No. 1 Common	2 cars	6/4-8/4" Dog Boards	2 cars
3/4" No. 2 Common	1 car	QTD. RED GUM, SND.	
4/4" No. 1 Common	2 cars	4/4" No. 1 Com. & Btr.	3 cars
4/4" No. 2 Common	2 cars	5/4" No. 1 Com. & Btr.	3 cars
PLAIN WHITE OAK		6/4" No. 1 Com. & Btr.	3 cars
4/4" 1s & 2s	1 car	8/4" No. 1 Com. & Btr.	5 cars
4/4" No. 1 Common	4 cars	PLAIN RED GUM	
4/4" No. 2 Common	2 cars	4/4" No. 1 Com. & Btr.	3 cars
MIXED OAK		QUARTERED RED GUM	
3/4" No. 3 Common	3 cars	4/4" No. 1 Com. & Btr.	2 cars
4/1" No. 3 Common	4 cars	6/4" No. 1 Com. & Btr.	2 cars
4/1" Sound Wormy	2 cars	8/4" No. 1 Com. & Btr.	2 cars
3/4" Sound Wormy	1 car	CYPRESS	
PLAIN BLACK GUM		4/4" No. 1 Shop	2 cars
3/4" No. 1 Com. & Btr.	3,000'	ELM	
4/4" No. 1 Com. & Btr.	2 cars	6/4" No. 2 Common	1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		SOFT MAPLE	
4/4" Com. & Btr., 6 mo.	1 car	8/4" No. 1 Com., 6 mo.	1 car
		6/4" Com. & Btr., 4 mo.	1 car
RED GUM		6/4" Log Run, 6 mo.	1 car
5/8" Com. & Btr., 6 mo.	1 car	RED OAK	
4/4" 1s & 2s, 6 mo.	1 car	4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars	4/4" No. 1 Com., 6 mo.	5 cars
		3/4" Com. & Btr., 4 mo.	1 car
SAP GUM		WHITE OAK	
5/8" 1s & 2s, 4 mo.	4 cars	4/4" 1s & 2s, 6 mo.	2 cars
5/8" No. 1 Com., 4 mo.	2 cars	4/4" No. 1 Com., 6 mo.	5 cars
4/4" 1s & 2s, 4 mo.	1 car		
4/4" No. 1 Com., 4 mo.	2 cars	QTD. WHITE OAK	
QTD. RED GUM		4/4" Com. & Btr., 6 mo.	1 car
8/4" 1s & 2s, 6 mo.	1 car		

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in
Quartered Red Gum
SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects	6 mos. dry	164,000'
5/4" F&S	5 mos. dry	36,000'
5/4" No. 1 Common & Selects	5 mos. dry	83,000'
8/4" F&S	6 mos. dry	48,000'
8/4" No. 1 Common & Selects	6 mos. dry	94,000'
8/4" F&S	7 mos. dry	63,000'
8/4" No. 1 Common & Selects	7 mos. dry	137,000'
10/4" F&S	6 mos. dry	33,000'
10/4" No. 1 Common & Selects	6 mos. dry	81,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

ASH		QUARTERED RED GUM	
5/4" No. 2 Common	15,000'	4/4" 1s & 2s	11,000'
4/4" Log Run	17,000'	8/4" 1s & 2s	20,000'
10/4" Log Run	30,000'	4/4" No. 1 Common	100,000'
COTTONWOOD		5/4" No. 1 Common	28,000'
4/4" No. 2 Com. & Btr.	42,000'	8/4" No. 1 Common	50,000'
CYPRESS		QTD. RED GUM, S&D	
6/4" Shop & Btr.	56,000'	4/4" 1s & 2s	80,000'
4/4" No. 1 Com. & Btr.	70,000'	5/4" 1s & 2s	12,000'
ELM		4/4" No. 1 Common	100,000'
4/4" Log Run	6,000'	5/4" No. 1 Common	40,000'
8/4" Log Run	46,000'	8/4" No. 1 Com. & Btr.	130,000'
RED GUM		SOFT MAPLE	
4/4" No. 1 Common	65,000'	4/4" Log Run	30,000'
5/4" No. 1 Common	12,000'	12/4" Log Run	70,000'
SAP GUM		QUARTERED WHITE OAK	
4/4" 1s & 2s	40,000'	4/4" 1s & 2s	14,000'
4/4" No. 1 Common	100,000'	4/4" No. 1 Common	75,000'
4/4" No. 2 Common	60,000'	4/4" No. 2 Common	40,000'
8/4" No. 2 Common	30,000'	8/4" No. 2 Com. & Btr.	10,000'
4/4" Log Run	140,000'		

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

PLAIN SAP GUM		MAPLE	
5/4" 1s & 2s	10,000'	10/4" Log Run	
5/4" No. 1 Common	50,000'	12/4" Log Run	
4/4" 1s & 2s	20,000'	ASH	
4/4" No. 1 Common	100,000'	10/4" Com. & Btr.	
PLAIN RED GUM		12/4" Com. & Btr.	
4/4" No. 1 Common	100,000'	POPLAR	
5/4" No. 1 Common	100,000'	4/4" Com. & Btr.	
QUARTERED RED GUM		8/4" Com. & Btr.	
4/4" 1s & 2s	20,000'	PLAIN WHITE OAK	
5/4" No. 1 Common	44,000'	4/4" Com. & Btr.	
6/4" 1s & 2s	20,000'	5/4" Com. & Btr.	
6/4" No. 1 Common	21,000'	PLAIN RED OAK	
8/4" 1s & 2s	23,000'	4/4" Com. & Btr.	
8/4" No. 1 Common	148,000'	QUARTERED WHITE OAK	
8/4" No. 1 Common	38,000'	4/4" 1s & 2s	
ELM		4/4" No. 1 Common	
10/4" Log Run		QUARTERED RED OAK	
12/4" Log Run		4/4" Com. & Btr.	

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK		QUARTERED RED GUM	
4/4" No. 1 Common	10,000'	5/4" 1s & 2s	14,000'
4/4" No. 2 Common	50,000'	5/4" No. 1 Common	131,000'
5/4" 1s & 2s	29,000'	6/4" 1s & 2s	27,000'
5/4" No. 1 Common	44,000'	6/4" No. 1 Common	96,000'
5/4" No. 2 Common	21,000'	8/4" 1s & 2s	13,000'
6/4" 1s & 2s	23,000'	8/4" No. 1 Common	22,000'
6/4" No. 1 Common	148,000'	PLAIN RED GUM	
6/4" No. 2 Common	38,000'	5/8" 1s & 2s	14,000'
PLAIN WHITE OAK		4/4" No. 1 Common	85,000'
4/4" No. 2 Common	60,000'	5/4" 1s & 2s	12,000'
PLAIN RED OAK		5/4" No. 1 Common	73,000'
4/4" No. 1 Common	250,000'	6/4" No. 1 Common	56,000'
4/4" No. 2 Common	130,000'	SOFT ELM	
4/4" Sound Wormy	50,000'	5/4" Log Run	175,000'

Bellgrade Lumber Co.

PLAIN SAP GUM		5/4" No. 1 C.&B. 37,000'	
5/8" No. 1 Com. & Btr.	100,000'	10/4" No. 1 C.&B. 25,000'	
3/4" No. 1 Com. & Btr.	100,000'	12/4" No. 1 C.&B. 30,000'	
3/4" No. 2	50,000'	QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	200,000'	4/4" No. 1 Com. & Btr.	150,000'
4/4" No. 1 Common, 12" & wider	50,000'	6/4" No. 1 Com. & Btr.	80,000'
4/4" No. 2	150,000'	8/4" No. 1 Com. & Btr.	150,000'
5/4" No. 1 Com. & Btr.	50,000'	10/4" No. 1 Com. & Btr.	100,000'
5/4" No. 2	75,000'	12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED GUM		PLAIN RED OAK	
1/2" No. 1 Com. & Btr.	25,000'	5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'	3/4" No. 1 Com. & Btr.	60,000'
4/4" F&S	75,000'	4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 1 Common	200,000'	4/4" No. 2	200,000'
4/4" No. 2 Common	150,000'	4/4" No. 3	200,000'
8/4" No. 1	20,000'	PLAIN WHITE OAK	
BLACK GUM		4/4" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Com. & Btr.	18,000'	QUARTERED RED OAK	
QUARTERED RED GUM		4/4" No. 1 Com. & Btr.	200,000'
4/4" No. 1 Com. & Btr.	250,000'	QUARTERED WHITE OAK	
4/4" No. 2	25,000'	4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods**Baker-Matthews Lumber Co.**

COTTONWOOD		HACKBERRY	
4/4" Box Bds., 13" & up	30,000'	4/4" Log Run	48,000'
4/4" Box Bds., 9-12"	12,000'	LOCUST	
4/4" 1s & 2s	20,000'	4/4" Log Run	25,000'
4/4" No. 1 Common	200,000'	QUARTERED WHITE OAK	
4/4" No. 2 Common	200,000'	4/4" 1s & 2s	30,000'
4/4" No. 3 Common	10,000'	4/4" No. 1 Common	45,000'
8/4" Dog Boards	70,000'	4/4" No. 2 Common	20,000'
QUARTERED RED GUM		QUARTERED RED OAK	
6/4" No. 1 Com. & Btr.	30,000'	4/4" 1s & 2s	8,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 1 Common	20,000'
QTD. RED GUM, S. N. D.		PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	15,000'	3/4" 1s & 2s	20,000'
6/4" No. 1 Com. & Btr.	140,000'	3/4" No. 1 Common	20,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 2 Common	20,000'
10/4" No. 1 Com. & Btr.	30,000'	PLAIN RED OAK	
PLAIN SAP GUM		3/4" 1s & 2s	30,000'
4/4" 1s & 2s	30,000'	3/4" No. 1 Common	30,000'
4/4" No. 1 Common	200,000'	5/8" No. 1 Com. & Btr.	17,000'
4/4" No. 2 Common	60,000'	4/4" No. 1 Common	50,000'
5/4" 1s & 2s	100,000'	4/4" No. 2	40,000'
5/4" No. 1 Common	180,000'	PECAN	
		8/4" Log Run	57,000'

Mark H. Brown Lumber Co.**'SPECIAL'**

ASH

4/4" No. 2 Com.	5 cars
5/4" No. 1 Com.	5 cars
6/4" No. 1 Com.	3 cars
6/4" No. 2 Com.	2 cars
8/4" No. 1 Com.	5 cars
8/4" No. 2 Com.	2 cars
10/4" No. 1 Com.	2 cars
12/4" No. 1 Com.	1 car

WILL QUOTE ATTRACTIVE PRICES UPON REQUEST

Dudley Lumber Company

INCORPORATED

HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH		MISCELLANEOUS	
4/4" Sel. & Btr.	13,000'	11/4" 1s & 2s Com.	10,000'
4/4" No. 1 Common	60,000'	16/4" Com. & Btr.	44,000'
4/4" No. 2 Common	30,000'	16/4" No. 1 Common	15,000'
5/4" Sel. & Btr.	12,000'	16/4" No. 2 Common	12,000'
5/4" No. 1 Common	33,000'	ELM	
5/4" No. 2 Common	41,000'	6/4" Log Run	2,500'
6/4" 1s & 2s	10,000'	8/4" Log Run	6,000'
6/4" No. 1 Common	27,000'	10/4" Log Run	3,800'
6/4" No. 2 Common	34,000'	COTTONWOOD	
8/4" Sel. & Btr.	20,000'	1" No. 2 Com. & Btr.	100,000'
8/4" Com. & Btr.	70,000'	8/4" Shop	300,000'
8/4" No. 1 Common	75,000'	MAPLE	
8/4" No. 2 Common	12,000'	12/4" No. 2 Com. & Btr.	35,000'
10/4" Com. & Btr.	45,000'	CYPRESS	
12/4" Com. & Btr.	13,000'	6/4" Shop & Btr.	50,000'
12/4" No. 1 Common	15,000'		

ANTICIPATE your requirements.
Wire at our expense.

Thompson-Katz Lumber Co.

ASH		QUARTERED RED GUM	
6/4" 1s & 2s	8,000'	4/4" Com. & Btr.	6,500'
8/4" 1s & 2s	4,000'	5/4" Com. & Btr.	20,000'
5/4" No. 1 Common	23,000'	6/4" Com. & Btr.	25,000'
8/4" No. 1 Common	15,000'	8/4" Com. & Btr.	52,000'
CYPRESS		8/4" Com. & Btr. Snd.	78,000'
4/4" Sel. & Btr.	23,000'	SAP GUM	
5/4" Sel. & Btr.	26,000'	5/4" Com. & Btr.	260,000'
6/4" Sel. & Btr.	12,000'	5/4" No. 2 Common	15,000'
4/4" Shop & Btr.	35,000'	6/4" No. 2 Common	16,000'
ELM		PLAIN RED OAK	
4/4" Log Run	6,000'	4/4" 1s & 2s	35,000'
6/4" Log Run	11,000'	5/4" 1s & 2s	50,000'
8/4" Log Run	15,000'	5/4" 1s & 2s	35,000'
10/4" Log Run	11,000'	8/4" 1s & 2s	46,000'
12/4" Log Run	18,000'	4/4" No. 1 Common	90,000'
PLAIN RED GUM		5/4" No. 1 Common	70,000'
4/4" Com. & Btr.	16,000'	3/4" No. 1 Common	85,000'
5/4" Com. & Btr.	70,000'	8/4" No. 1 Common	75,000'
6/4" Com. & Btr.	9,000'	4/4" Sound Wormy	111,000'

Welsh Lumber Company

SAP GUM		POPLAR	
4/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Com. & Btr.	6 cars
6/4" No. 1 Common	1 car	8/4" No. 2 Com. & Btr.	5 cars
8/4" No. 1 Com. & Btr.	5 cars	HICKORY	
QUARTERED RED GUM, Snd.		6/4" No. 2 Com. & Btr.	3 cars
4/4" No. 1 Com. & Btr.	1 car	8/4" No. 2 Com. & Btr.	5 cars
8/4" No. 1 Com. & Btr.	4 cars	SOFT MAPLE	
QUARTERED RED GUM		8/4" No. 2 Com. & Btr.	3 car
4/4" No. 1 Com. & Btr.	2 cars	10/4" No. 1 Com. & Btr.	5 car
8/4" No. 1 Com. & Btr.	3 cars	12/4" No. 2 Com. & Ptr.	2 can
QUARTERED WHITE OAK		ELM	
4/4" No. 1 Com. & Btr.	2 cars	8/4" No. 2 Com. & Btr.	1 car
QUARTERED RED OAK		10/4" No. 2 Com. & Btr.	4 cars
4/4" No. 1 Com. & Btr.	4 cars	12/4" No. 2 Com. & Btr.	2 cars
ASH		SYCAMORE	
8/4" No. 2 Com. & Btr.	3 cars	4/4" No. 2 Com. & Btr.	3 cars
10/4" No. 2 Com. & Btr.	5 cars	5/4" No. 2 Com. & Btr.	2 cars
12/4" No. 2 Com. & Btr.	7 cars		

ANY AMOUNT ANY KIND ANY TIME

S. B. Schwartz & Company

201 Central Bank Building

Mills: Booneville, Miss.

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" No. 1 Com. & Btr.	2 cars	6/4" No. 1 Common	2 cars
5/4" No. 1 Com. & Btr.	2 cars	8/4" No. 1 Common	3 cars
6/4" No. 1 Com. & Btr.	2 cars	10/4" No. 1 Common	1 car
8/4" No. 1 Com. & Btr.	3 cars	12/4" No. 1 Common	1 car
10/4" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common	3 cars
12/4" No. 1 Com. & Ptr.	3 cars	5/4" No. 2 Common	1 car
16/4" No. 1 Com. & Btr.	1 car	6/4" No. 2 Common	1 car
4/4" No. 1 Common	2 cars	8/4" No. 2 Common	1 car
5/4" No. 1 Common	3 cars	4/4" No. 3 Common	6,000'

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths

QUARTERED WHITE OAK		PLAIN WHITE OAK	
4/4" FAS	83,000'	4/4" No. 1 Common	53,000'
4/4" No. 1 Common	94,000'	4/4" No. 2 Common	11,000'
4/4" No. 2 Common	33,000'	5/4" No. 1 Com. & Btr.	8,500'
6/4" FAS	18,000'	QTD. RED & WHITE OAK	
6/4" No. 1 Common	15,000'	4/4" Sound Wormy & No. 1	
PLAIN WHITE OAK		Com. & Btr.	29,000'
4/4" FAS	33,000'	PLAIN RED & WHITE OAK	
4/4" No. 1 Common	139,000'	4/4" No. 1 Com. & Btr.	183,000'
4/4" No. 2 Common	80,000'	SAP GUM	
5/4" FAS	2,500'	4/4" Box Bds., 13-17"	30,000'
5/4" No. 1 Common	6,000'	4/4" Box Bds., 11-12"	19,000'
6/4" No. 1 Common	2,000'	4/4" Box Bds., 8-10"	20,000'
QUARTERED RED OAK		SAP GUM	
4/4" FAS	87,000'	4/4" FAS	90,000'
4/4" No. 1 Common	92,000'	5/4" FAS	40,000'
4/4" No. 2 Common	59,000'	8/4" FAS	98,000'
QUARTERED RED OAK		WHITE & RED OAK	
4/4" FAS	20,000'	7" Switch Ties, 9" wide, 9'	
		to 20' long.	275,000'

Ferguson & Palmer Company

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS

BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items cut to order.

438 RANDOLPH BUILDING

WHITE ASH		PLAIN RED OAK	
4/4" No. 2 Common	20,000'	10/4" Log Run	15,000'
4/4" No. 3 Common	13,000'	12/4" Log Run	45,000'
COTTONWOOD		SAP GUM	
4/4" FAS, 6 to 12"	100,000'	4/4" No. 1 Common	100,000'
4/4" FAS, 13" and up.	15,000'	8/4" No. 1 Com. & Btr.	175,000'
4/4" No. 1 Common	100,000'	PLAIN RED GUM	
YELLOW CYPRESS		4/4" No. 1 Common	289,000'
4/4" Selects	50,000'	4/4" No. 2 Common	250,000'
4/4" No. 1 Shop	100,000'	SOFT MAPLE	
4/4" Shop and Better	300,000'	8/4" Log Run	267,000'
4/4" No. 1 Common	300,000'	10/4" Log Run	128,000'
4/4" No. 2 Common	200,000'	QUARTERED WHITE OAK	
4/4"x8" No. 1 Common	100,000'	4/4" No. 1 Common	100,000'
4/4"x8" No. 2 Common	100,000'	4/4" No. 2 Common	45,000'
4/4" Pecky	80,000'	PLAIN WHITE OAK	
5/4" Selects	15,000'	4/4" No. 2 Common	143,000'
5/4" Shop	45,000'	PLAIN RED OAK	
5/4" No. 1 Common	15,000'	5/4" FAS	128,000'
5/4" No. 1 Shop & Btr.	200,000'	5/4" No. 1 Common	105,000'
8/4" No. 1 Common	20,000'	6/4" FAS	23,000'
ELM		6/4" No. 1 Common	10,000'
8/4" Log Run	185,000'	QTD. RED GUM, S. N. D.	
		8/4" No. 1 Com. & Btr.	100,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS
MANUFACTURERS AND WHOLESALERS

Regular Widths and Lengths

ASH		PLAIN SAP GUM	
10/4" Log Run, 6 mo....	1 car	4/4" FAS, 6 mo.....	3 cars
4/4" C. & B., 6 mo....	5 cars	4/4" No. 1 Com., 6 mo....	10 cars
COTTONWOOD		4/4" No. 2 Com., 6 mo....	10 cars
4/4" BB., 13-17", 6 mo..	3 cars	5/4" Com. & Btr., 6 mo..	15 cars
4/4" BB., 8-12", 6 mo..	2 cars	6/4" No. 1 Com., 12 mo..	10 cars
6/4" FAS, 13" & wider,		8/4" No. 2 Com., 12 mo..	2 cars
6 mo.....	2 cars	QUARTERED SAP GUM	
4/4" FAS, 6-12", 6 mo..	5 cars	4/4" Com. & Btr., 6 mo..	5 cars
4/4" No. 1 Com., 6 mo..	15 cars	PLAIN RED GUM	
4/4" No. 2 Com., 6 mo..	5 cars	5/4" Com. & Btr., 6 mo..	2 cars
5/4" Nos. 1 & 2 C., 6 mo..	5 cars	6/4" Com. & Btr., 6 mo..	3 cars
CYPRESS		QUARTERED RED GUM	
4/4" Nos. 1 & 2 C., 6 mo..	10 cars	8/4" Com. & Btr., 12 mo..	1 car
SOFT ELM		PLAIN RED OAK	
8/4" Log Run, 8 mo.....	2 cars	4/4" No. 1 C. & B., 8 mo..	10 cars
10/4" Log Run, 8 mo....	3 cars	4/4" No. 2 Com., 8 mo..	8 cars
14/4" Log Run, 8 mo....	1 car		

Johnson Bros. Hardwood Co.

(OUR NAME IS EASY TO REMEMBER)

1111 BANK OF COMMERCE BUILDING

Regular Widths and Lengths

QUARTERED RED GUM		8/4" No. 1 Common.....	26,000'
6/4" No. 1 Common.....	17,000'	4/4" Sound Wormy.....	41,000'
QUARTERED SAP GUM		QUARTERED WHITE OAK	
8/4" FAS.....	18,000'	4/4" FAS.....	10,300'
8/4" No. 1 Common.....	11,000'	5/4" FAS.....	11,000'
PLAIN SAP GUM		6/4" FAS.....	16,100'
7/4" FAS.....	6,000'	4/4" No. 1 Common.....	11,000'
4/4" No. 1 Common.....	59,000'	5/4" No. 1 Common.....	14,200'
5/4" No. 1 Common.....	24,700'	6/4" No. 1 Common.....	28,600'
5/4" No. 2 Common.....	18,700'	8/4" No. 1 Common.....	15,100'
PLAIN RED OAK		4/4" No. 2 Common.....	31,000'
10/4" FAS.....	15,000'	5/4" No. 2 Common.....	8,500'
4/4" No. 1 Common.....	32,000'	6/4" No. 2 Common.....	8,000'
5/4" No. 1 Common.....	15,000'	POPLAR	
6/4" No. 1 Common.....	21,200'	4/4" No. 1 Common.....	56,000'
8/4" No. 1 Common.....	16,000'	6/4" No. 1 Common.....	35,000'
10/4" No. 1 Common.....	31,000'	4/4" No. 2 Common.....	16,000'
4/4" No. 1 Common.....	60,000'	5/4" No. 2 Common.....	16,500'
8/4" No. 1 Common.....	25,000'	6/4" No. 2 Common.....	9,000'
6/4" No. 1 Common.....	13,000'	8/4" No. 2 Common.....	52,000'

Goodlander-Robertson Lbr.Co.

WOOD USERS

Subscribing to HARD-
WOOD RECORD rate
\$348,000 on the average.
That's purchasing power
you can reach through ad-
vertising in these pages.

PLAIN SAP GUM

4/4" No. 1 Com. & Sel.	50,000'
4/4" No. 2 Common.....	50,000'
4/4" No. 3 Common.....	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Com. & Sel.	50,000'
5/4" No. 2 Common.....	50,000'
5/4" No. 3 Common.....	50,000'
6/4" 1s & 2s.....	50,000'
6/4" No. 2 Common.....	50,000'
6/4" No. 3 Common.....	50,000'

PLAIN RED GUM

4/4" No. 1 Com. & Sel.	50,000'
4/4" No. 2 Common.....	50,000'
5/4" No. 1 Com. & Sel.	50,000'
5/4" No. 2 Common.....	50,000'
5/4" No. 3 Common.....	50,000'
6/4" No. 2 Common.....	50,000'

QUARTERED RED GUM

4/4" 1s & 2s.....	25,000'
4/4" No. 1 Com. & Sel.	50,000'
5/4" 1s & 2s.....	25,000'
5/4" No. 1 Com. & Sel.	50,000'
6/4" Com. & Btr.....	50,000'

PLAIN WHITE OAK

4/4" 1s & 2s.....	50,000'
4/4" No. 1 Com. & Sel.	50,000'
4/4" No. 2 Common.....	50,000'
4/4" No. 3 Common.....	50,000'

PLAIN RED OAK

4/4" Com. & Btr.....	15,000'
4/4" No. 1 Com. & Sel.	50,000'
4/4" No. 2 Common.....	50,000'
QUARTERED RED OAK	
4/4" Com. & Btr.....	50,000'

Geo. C. Brown & Co.

ASH	
10/4" Com. & Btr.....	100,000'
5/4" No. 1 Common.....	50,000'

COTTONWOOD

4/4" No. 1 Common.....	100,000'
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ELM

8/4" Log Run.....	75,000'
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10/4" Log Run.....	50,000'
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12/4" Log Run.....	50,000'
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16/4" Log Run.....	15,000'
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PLAIN RED GUM

4/4" FAS.....	14,000'
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4/4" No. 1 Common.....	50,000'
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8/4" Com. & Btr.....	40,000'
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QTD. RED GUM, SND.	
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6/4" Com. & Btr.....	100,000'
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8/4" Com. & Btr.....	125,000'
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10/4" Com. & Btr.....	200,000'
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12/4" Com. & Btr.....	150,000'
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PLAIN SAP GUM

4/4" No. 1 Common.....	100,000'
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5/4" No. 1 Common.....	75,000'
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4/4" No. 2 Common.....	100,000'
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QUARTERED WHITE OAK	
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4/4" FAS.....	30,000'
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5/4" FAS.....	50,000'
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6/4" FAS.....	25,000'
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4/4" No. 1 Common.....	100,000'
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5/4" No. 1 Common.....	100,000'
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6/4" No. 1 Common.....	150,000'
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PLAIN WHITE OAK	
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4/4" FAS.....	20,000'
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4/4" No. 1 Common.....	100,000'
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QUARTERED RED OAK	
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6/4" No. 1 Common.....	100,000'
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5/4" FAS.....	50,000'
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4/4" No. 1 Common.....	75,000'
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5/4" No. 1 Common.....	75,000'
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PLAIN RED OAK	
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4/4" Com. & Btr.....	150,000'
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5/4" Com. & Btr.....	80,000'
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6/4" Com. & Btr.....	80,000'
----------------------	---------

4/4" No. 3 Common.....	100,000'
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GAYOSO LUMBER CO.

Specializing in

KILN DRIED
HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

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Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards.....	2 cars
4/4" 9 to 12 Box Boards.....	2 cars
4/4" FAS.....	5 cars
4/4" No. 1 Com.....	8 cars
4/4" No. 2 Com.....	4 cars

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHISSales Office
DETROIT

HARDWOODS

MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

5/8" No. 1 Com. & Sel. Qtd. White Oak	200,000'
5/8" No. 1 Com. & Sel. Plain Red Oak	300,000'
3/4" No. 1 Com. & Sel. Plain Red Oak	250,000'
5/8" No. 2 Com. Plain Red Oak	300,000'
5/8" No. 3 Com. Plain Oak	200,000'
10/4" Log Run Elm	150,000'
3" Log Run Elm	200,000'

SOUTHERN
HARDWOOD LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER Co.

MANUFACTURERS OF

High Grade Southern Hardwoods

SALES OFFICE BAND MILL
GREENFIELD, O. LOUISE, MISS.

Partial List of Dry Stock

QUARTERED WHITE OAK	12/4" Bridge Plk..... 1 car
4/4" Fas 1 car	4/4" Sound Wormy... 5 cars
4/4" No. 1 Com..... 1 car	HICKORY
QUARTERED RED OAK	8/4" Log Run 3 cars
4/4" Fas 2 cars	10/4" Log Run 1 car
4/4" No. 1 Com..... 2 cars	QUARTERED RED GUM
PLAIN WHITE OAK	5/4" Fas 1 car
4/4" Fas 1 car	5/4" No. 1 Com..... 2 cars
4/4" No. 1 Com..... 3 cars	4/4" No. 2 Com..... 2 cars
10/4" No. 1 C & B..... 1 car	5/4" No. 2 Com..... 1 car
PLAIN RED OAK	PLAIN SAP GUM
5/8" Fas 1/2 car	5/4" Fas 1 car
3/4" Fas 1 car	5/4" No. 2 Com..... 1 car
4/4" Fas 2 cars	4/4" No. 1 Com..... 3 cars
1/2" No. 1 Com..... 1/2 car	ELM
4/4" No. 1 Com..... 5 cars	6/4" Log Run 2 cars
5/4" No. 2 Com..... 1 car	12/4" Log Run 2 cars
10/4" No. 1 C & B... 2 cars	6/4" No. 2 Com..... 1 car

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What our Bulletin Service was doing for your competitor in

the lumber business

you'd not only want the service yourself, but you'd have it. Let us tell you about it.

Hardwood Record
Chicago

THE LARGEST
HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
HARDWOOD COMPANY**

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON, MISSISSIPPI

SUPPLY YOUR NEEDS

ASH • HICKORY • TUPELO • CYPRESS

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is the only exclusively hardwood journal published, therefore it serves the hardwood industry best.

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Manufacturers

BAND SAWED HARDWOODS

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"The Different Kind"

Our system of treatment and handling prevents stain and warp and produces Gum lumber that is *Bright, Straight and Flat.*

None genuine without the brand



**THE KRAETZER-CURED
LUMBER CO.**

Greenwood, Miss.

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HARDWOOD RECORD

and have a suspicion
that you would like
to see a copy, it is
yours for the asking.

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality
25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
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SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

HOLT
PEORIA-STOCKTON

The "CATERPILLAR" Logger



POWER is the problem of the logger from the time the tree is felled in the woods until the logs are delivered to the mill.

Power without traction is waste. "Caterpillar" Tractors do not waste power. The "Caterpillar" Logger not only keeps the mills running but reduces the log hauling cost.

Send for bulletin, "The Caterpillar Logger."

The HOLT Manufacturing Company

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PEORIA, ILLINOIS
Spokane, Wash. New York Office, 50 Church St.
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There is but one **CATERPILLAR** - HOLT builds it.

L-13

P. J. Lawrence Lumber Company

SALES OFFICE:

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SAINT LOUIS, MO.

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St. Francis Basin Red Gum,
Soft Arkansas Oak,
S. E. Missouri Soft Maple*

Satisfied customers have caused us to enlarge our operations. Our greatly increased timber holdings and modern logging facilities will enable us to furnish even a more complete and satisfactory service, while our experienced organization will continue to handle your business in the same prompt and efficient manner as in the past.

We are in position to quote on any factory or yard stock you may require in Southern Hardwoods.

MILLS:

Sparkman, Arkansas; Fisk, Missouri;
Armored, Arkansas



Hardwood Record

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THE HARDWOOD COMPANY

Edwin W. Meeker, Vice Pres. and Editor

H. F. Ake, Secretary-Treasurer

Seventh Floor Ellsworth Building
537 So. Dearborn St., CHICAGO
Telephone : Harrison -8087



Vol. L

CHICAGO, MARCH 10, 1921

No. 10

Review and Outlook

General Market Conditions

THIS REPORT IN THE LAST ISSUE of HARDWOOD RECORD was based essentially on excerpts from market analyses coming through our corps of trained correspondents throughout the country. Their entire freedom of action in reporting on conditions as they find them convinced HARDWOOD RECORD of the value of presenting a consensus of the opinions expressed, as their activities cover practically every large lumber center in the United States, that is, with the exception of the West Coast. So strikingly general were their opinions of gradual improvement that a careful watch of market reports coming in for this issue was made, and with practically no exception the opinions expressed two weeks ago have been borne out, indicating that the gradual increase in orders and inquiries was not merely a matter of passing coincidence.

It is of course entirely reasonable to adjudge the situation as entirely correct purely on the basis of what has been presented during the past few weeks. Conditions are still pretty near the low water mark, and orders and inquiries represent but a fraction of normal value. Taken, however, in comparison with the immediately preceding period it is perfectly obvious that an improvement can be recorded. Apparently the course of events during the coming months will reflect a careful building on firm foundation, which will react favorably during the continuance of reconstruction in the future. The process of returning to normal tained for the past several years. Corrective influences of this a sudden revival might even be looked upon with alarm rather than satisfaction.

A gradual, steady growth, making possible the stabilization of markets and commodities, will eliminate the tendency towards loose methods and will gradually instill a much higher degree of efficiency and a more finely developed sales ability than has maintained for the past several years. Corrective influences of this sort became absolutely essential to the welfare of this country during the period of laxness and open-handed dealing that has characterized business of late years.

While reports of improvement in orders and inquiries are sufficiently profuse to indicate a general increase of this sort, a careful survey within any one region reveals a continuance of spotty condition as one is just as apt to encounter an outright pessimist as a conservative optimist. At the same time the moral effect as to what has actually developed in the way of new business is of great importance and has already made itself felt. As this devel-

opment continues it becomes apparent that a very fair volume of present production is moving on this new business, and in the meantime total production is being strictly limited, apparently in accord with the figures prevailing about the first of the year. It will be recalled that HARDWOOD RECORD's survey of the hardwood industry at that time revealed a total production in effect of not more than fifteen per cent of normal capacity. Some mills have started since then, others have shut down, others which have started being occupied primarily with sawing up logs supplies threatened by serious deterioration if not utilized. When these supplies are exhausted it is likely that these mills will again cease operations.

In short, it may be anticipated with a safe degree of accuracy that the 1921 volume of hardwoods, inclusive of all territories, will not be in excess of from twenty-five to thirty-five per cent of what might be normally manufactured. In the meantime come reports from various large woodworking centers citing gradual increase in hours of operation. A number of the large Grind Rapids factories are now running on a six-day schedule, and the same gradual increase in production is noted elsewhere. Obviously the furniture factory can not get along without hardwood lumber and veneers.

The point which has most deeply interested both the producing and the buying trade ever since hardwood lumber was utilized for remanufacture has been stabilized value. The woodworker does not of necessity demand an unfairly low purchase price for his hardwood and veneer stocks. The thing which disturbs him is the great disparity in past prices, which is always most manifest when conditions are dull. Therefore, the woodworker will welcome, just as much as the man who makes the stuff, any influence which tends to bring greater stability to the hardwood lumber and veneer markets. This action has practically gotten under way as the result of the realization on the part of mill men that they could not long continue to sell at less than cost and as a result further of the gradual increase in volume and definiteness of their inquiries and orders. It can not but be apparent that prices have gone to the low point. Indeed, even at the present stage standing timber, which it is impossible to replace, is being cut for sale at a loss. It is not at all difficult to understand why the hardwood man, realizing the ever-increasing difficulty of buying good standing timber, is loathe to continue cutting his trees on the basis of the present market.

Apparently the upper grade situation has about adjusted itself. The problem confronting the millmen is the handling of lower grades to advantage. The cancelling of tie contracts by railroads has had serious effect on the low-grade market, as tie production could ordinarily be counted upon to take up a very fair percentage of low grade material. This, though, is a matter which may be cleared up if prompt action in Washington will take care of the railroad financing. It is a matter of great concern, and will seriously affect producers and consumers of hardwood lumber if not speedily taken care of.

HARDWOOD RECORD sees no reason to effect any great volume of business or any sudden spurt in orders, but, as suggested in recent issues, the evidence of very gradual improvement is surely here. Apparently there is no reason to doubt that it will continue to show a gradual acceleration.

Concerning a Sand Box

THE LUMBER INDUSTRY REALIZES the necessity for selling the public on the idea of understanding its problems and giving it at least fair consideration. The lumber industry is represented before the public directly by retail lumbermen. The public gets its impression from its contact with the retail lumber dealer. The lumber industry has seriously rejected the continuance of poor demand for further increase in the price of lumber by stating in all truth that lumber prices have gone off from fifty to sixty per cent, in some cases a great deal more, and that lumber is now being manufactured and sold by producers at an amount less than cost figure.

Now just what bearing would a toy sand box have on this combination of circumstances? A sand box is a little thing about four-and-a-half feet square, with sides about ten inches high, made out of No. 2 pine and with an average dressed 1x6. The false position in which the lumber trade is put in the minds of the public by the unwillingness of lumber retailers to take their loss, the same as everyone else, is typified by an instance occurring to the editor of HARDWOOD RECORD a few days ago. It happened that he wanted a sand box of the above dimensions made for the junior members of the family. The bids, not necessarily of formal character, were received from a number of local carpenter shops, the lowest bid, including labor and material, being \$8.75. Of this the lumber bill was \$4.75. Without exception the carpenters interviewed said that they had received practically no reduction in the cost of lumber to them. Obviously at this rate the lumber represented in this box was bought on the basis of about \$140 a thousand for No. 2 pine.

HARDWOOD RECORD has on a number of occasions pointed out that the retail handler of all commodities is seriously interfering with readjustment by refusing to take his loss, which in the end is inevitable, and start out afresh with new merchandise bought on a greatly reduced basis. If retailers in general had accepted the situation in its true light in the late fall and early winter months and had liquidated in the early part of this year, the liquidation would not have existed in nearly so serious proportions.

The retail lumberman, according to just such experiences as cited, is not passing to the public the reductions which he is receiving. In following this course he is not only retarding his

own business, but seriously checking the industry right up to the forest. The bulk of the lumber must pass through retail dealers' hands. There is no reason why he should refuse to pass on every bit of price reduction that he can in order that the public may be stimulated as speedily as possible to renew buying.

The Severance Tax

THE LUMBERMEN OF THE MEMPHIS, Knoxville and other important hardwood territories of Tennessee can no doubt take care of themselves in a fight like that launched to forestall the imposition by the Tennessee legislature of a severance tax on timber removal. Nevertheless, HARDWOOD RECORD would like to add a word of encouragement to their efforts, and also express the milder portions of the thoughts that arise in consideration of a measure so utterly shortsighted and fatuous. There is no justification for the placing of an additional tax burden on the timber holders of Tennessee or any other state. Timber is already over-taxed, and all progressive spirits, who "know beans" about the needs of the day in timber taxation, are aware that lighter rather than heavier taxes are needed. Taxes on timber must be lightened in order that lumbermen may be able to conserve and reproduce their timber. Every increase of taxes on timber puts just that much further away the possibility of installing a national forestry program in which private owners of timber may co-operate to conserve and reforest their holdings.

Less Government In Business

MEMBERS OF THE LUMBER INDUSTRY who took the time to read President Harding's inaugural address must have experienced a feeling of elation when they arrived at that portion in which the new President declared that he stood for more business in government and less government in business. No class of business men has suffered more than the lumbermen from ill-natured and ill-advised Federal meddling in the business of the country and it must, of course, please them to know that there is to be a more tolerant and broad minded order of things in Washington.

Before the Palmer regime passed into the category of has-beens, its attacks upon the lumber industry had begun to assume the air of persecution. However, the issue is now with the Federal judiciary, and the members of the industry may thankfully hope for an early settlement of the matter. In the meantime we may feel that there has been an end to persecution. There is no reason to believe that the new Attorney General under Harding will be committed to the policy of making "grand stand" attacks on American industry, with an eye to the prestige that may be gained with the proletariat thereby.

Predatory monopolies undoubtedly must be suppressed whenever they develop, but big business, merely because it is big business, is not evil and detrimental to the welfare of the country. It is big business that has made the United States the richest and most powerful nation in the world. It has developed the resources of the country and made it the happiest nation of the earth in which to live. Therefore, any interference with the natural processes of business may well injure and deteriorate the most valuable of our assets. Business must be allowed all possible freedom of action within the law and the Constitution. Unless this is permitted America's greatness can not continue.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago,

Electrically Driven Sawmills

By Allan E. Hall, Milwaukee, Wis.

The lumber-manufacturing plant includes forest equipment and mill equipment, only the latter, however, being considered in this paper. A general statement is given of power consumption, and the method of measuring sawmill production. Saw mills have been driven by motors for about fifteen years, and the system is gaining.

A motor-driven mill will produce lumber at a lower power consumption, and will save on various items of operating expense. The economy of motor driving depends on the life of the operation, size of plant, and the addition of by-product factories; very rarely on fuel consumption. Fuel generally costs nothing, and under this condition, the sawmill operator can install his own steam-electric plant and generate current cheaper than he can buy it. The advantage of unit driving is modified by the fact that each piece of lumber passes through a chain of machines.

The motor-driven mill reduces cost of boilers, power-plant buildings, mechanical transmission machinery, belting and installation; but cost of motors and wiring must be added. Induction motors are practically universal. In a small mill the electric drive will be higher in first cost; in a large mill it will be lower.

Certain log-handling machines, and the carriage feed, are steam-actuated. The other machines may be motor-driven, generally by individual direct-connected motors. Auxiliary machinery is group-driven. The load factor averages about 60 per cent of the motor rating. A list of machines with appropriate motor sizes is given.

The complete modern plant for the manufacture of lumber includes everything required to transform the growing tree into finished lumber ready for the builder; and this plant naturally divides into forest equipment and mill equipment. The forest equipment, which includes logging machinery and railroad and water transportation of the logs to the mill, is not considered in the present paper. The mill equipment, to which attention will be given, reduces the log to lumber, dries it, finishes the surface of the lumber if desired, and so converts the log into a marketable product.

2 The mill equipment includes the sawmill proper, the dry kilns, the planing mill, the necessary storage sheds for kiln-dried lumber rough and finished, and a storage yard for part of the lumber which is stacked outdoors for air drying. The sawmill breaks down the log into rough-surfaced pieces of various sizes. Part of this lumber may be shipped "green" from the saw, but most of it is either air-dried or kiln-dried. Part of the dry lumber is also shipped rough, but the higher grades are generally surfaced in the planing mill and made into flooring, siding, ceiling, and numerous other special forms.

3 It is economical to build the parts of the plant as close together as insurance regulations will permit, and the common rule is that roofed mill buildings must be 200 ft. or more apart at their nearest points. The storage yard should also be 200 ft. or more from the nearest roofed building. Three separate boiler plants may be erected, for sawmill, kilns (which are almost always steam-heated), and planing mill, but this is uncommon. Generally the sawmill boiler plant feeds the kilns. When the planing mill is belt-driven, a separate boiler plant is often built for it. In other cases steam is piped from the sawmill boiler plant to a belted engine in the planing mill.

4 The capacity of a sawmill is regularly given in thousands of feet board measure per day of 10 hours. The power required for

¹ Allis-Chalmers Manufacturing Company.



Fig. 1—Filing Room, with Motor Direct-Connected to Automatic Band Sharpener

sawmill alone varies from $4\frac{1}{2}$ to 8 hp. per 1,000 ft. of lumber per day; e.g., a sawmill of 100,000 ft. daily capacity will require from 450 to 800 hp. The lower figure is for mills cutting small and medium pine logs; the higher figure for Pacific Coast mills working the heaviest timber, or mills sawing hardwood.

5 The planing mill will require from 2 to $3\frac{1}{2}$ hp. per 1,000 ft. on the same basis. The total power for milling is therefore from $6\frac{1}{2}$ to $11\frac{1}{2}$ hp. per 1,000 ft. board measure of lumber sawed per 10 hours.

6 Two things should be kept in mind in estimating and comparing power used in different sawmills: First, two sawmills rated at 100,000 ft. board measure per day each may deliver this 100,000 ft. in very different forms. The first may be a "board mill" and the entire day's cut may be 1-in. boards. The second may be a "timber mill" making 50 to 60 per cent of the logs it handles into timbers or large dimension pieces. It is obvious that one 12-in. by 12-in. by 16-ft. timber will add just as many board feet to the day's tally as 12 boards 1 in. by 12 in. by 16 ft., but the latter will have consumed much more power. Second, it consumes more power to saw hard, dense wood than to saw soft, light wood. Some mills work hardwood or softwood exclusively; others must cut various kinds just as they come, owing to the timber supply being of mixed varieties.

7 Two similar flour mills or cement mills or steel mills, turning out a stream of uniform product, may be compared with considerable accuracy. Two sawmills both rated at 100,000 ft. capacity may differ widely in power consumption. In this paper an effort has been made to consider average mills cutting a mixture of boards and heavy dimension pieces, the average being possibly 75 per cent of 1-in. and 2-in. lumber and 25 per cent of larger pieces.

8 Few attempts at driving sawmills electrically were made until after the use of induction motors became common. The earlier efforts to apply direct-current motors to woodworking machinery were few and unimportant. About 1906 the problem of equipping complete sawmills with motor drive began to attract attention, and at least one successful installation was made in that year, at the Oregon Lumber Co., Dee, Ore. During the next three years several new mills were built on this system, and a few were changed from shaft drive to motor drive in the Northwest with striking success. The Pacific Coast states have led in the adoption of the system until it has become almost universal practice in new mills of medium and large size. Until about seven years ago the South and East were behind the Northwest in recognizing the advantages of electric driving, but since that time an increasing number of plants in the eastern half of the country have adopted it.

9 Planing mills introduced motors first, as the application was easy and the advantages obvious. Complete sawmills followed, overcoming skepticism by lumbermen, who were unfamiliar with electrical machinery and afraid of it. Progress has been continuous from the first, and no instance is known where a sawmill has changed its driving system from motors back to lineshafting. The illustrations in this paper show clearly the trend toward motor-driven machinery.

Conditions of the Problem

10 In deciding whether to drive a sawmill by lineshaft or motors, the first consideration is the probable life of the plant. Unlike most manufacturing plants, the sawmill must nearly always be built close to the supply of raw material; for it is not commercially possible to transport sawlogs far from where they grow, except in the case of valuable timber like mahogany and other tropical hardwoods. When the supply of accessible timber is sawed, the plant must be abandoned or moved with a very small salvage value. Sawmills which have a timber supply in sight to saw for twenty years or more form a small percentage of the total number. The first cost must therefore be kept down to a figure which can be wiped out from the profits in a few years—fifteen, ten, or even eight years—with out making too great an annual charge.

11 The size of the sawmill plant is important. It is found that for very small mills the first cost of the electric power plant and motors is greater than for a steam plant and belted drive. For medium-size sawmills the first cost does not differ greatly when everything is considered; and for large plants the first cost may be less for a motor-driven than for a shaft-driven mill.

12 Accessory or by-product equipment will affect the choice between the two kinds of power transmission. As previously explained, the planing mill is considered as a part of the complete installation; but beyond this every intelligent lumberman is constantly trying to make the waste wood from his sawmill into useful products. As an example, a large mill recently built for the manufacture of yellow-pine lumber makes from waste wood (a) kiln sticks for spacing lumber in the dry-kiln stacks, (b) lath, (c) rosin-barrel staves, (d) shingles, (e) box boards and cleats, (f) short stove wood, (g) molding strips and (h) ground chips for fuel. Moreover sawmills are built today for producing small wood specialties primarily from the log, the output of lumber in the form of boards or other building material being small and incidental. One large plant has been built recently for making oval wood dishes, butter boats and clothes pins; another makes all possible stock into agricultural-tool handles, barrel hoops, door knobs, teapot buttons, and a great variety of small woodturnery, while a third has given serious consideration to the question of putting in machinery for making candy sticks—those used in the manufacture of lollipops. A small sawmill followed by such a remanufacturing plant is usually motor-driven, while the sawmill alone might not justify the investment; for the small specialty machines can be driven electrically with convenience and economy.

13 The lumber manufacturer is generally not an engineer.

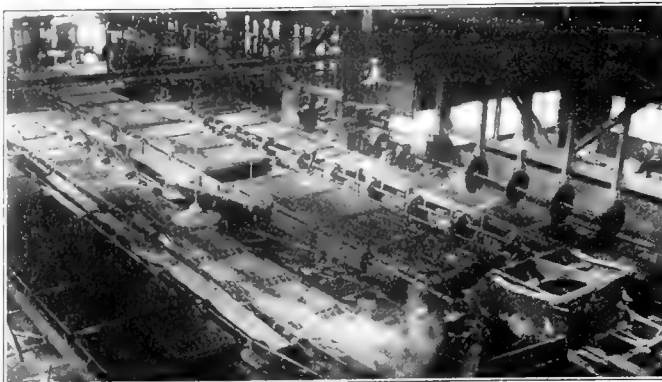


Fig. 2—Interior of Sawmill Showing Motor-Driven Slab Slasher and Trimmer

He has been ignorant and distrustful of electrical machinery, and has feared that he could not get capable help to handle it. But these drawbacks are fast disappearing with the increase and success of electrically driven plants, and there is now no more difficulty in keeping capable help to operate an electric plant than a shaft-driven plant.

14 A unique condition of sawmill operation is that fuel costs nothing. The waste wood from the mill contains 8,500 to 9,150 B.t.u. per lb. when dry, the larger values coming from highly resin-

ous wood, although as it falls from the saw it contains from 40 per cent to 50 per cent of moisture, or even more. Generally the mill produces more waste wood than can be used for fuel or otherwise, and this surplus must be sent out in a long conveyor trough and burned in a pit or in a closed iron "burner." Decreased fuel consumption by saving power-transmission losses is therefore of no interest to the lumberman. The argument has even been made that decreased fuel consumption under the boilers is poor economy, because the saved wood must be conveyed a longer distance to the "burner" than to the boiler room, thus using more engine power. But this conclusion is incorrect for the following reason: The primary fuel of the power plant is the sawdust made by the mill, which is in ideal form for handling by automatic conveyors. This is generally mixed with dry dust and chips from the planing mill, which reduce the percentage of water in the fuel. There is seldom enough of this by-product ready-ground wood to run the boiler plant, however, and it must be supplemented by more wood especially ground from waste pieces by a "hog," at a large expenditure of power. Therefore any increase of fuel economy reduces the surplus of hog chips required, and saves many times the power consumed by transporting the waste pieces to the "burner." But the fact remains that as the sawmill possesses an ample supply of almost ideal fuel which costs nothing, the choice of power plant and transmission must rest on other considerations, except in the rare cases when all waste wood can be marketed.

15 It is clear that the large sawmill cannot afford to buy electric power as a general thing. With free fuel the installation of a power plant is almost always justified, the only exception being when the waste wood can be marketed at a price higher than its value as fuel.

16 In sawmills, as in other industries, motors give the advantage of unit driving, and the whole mill is not dependent on one line shaft or main belt. But it is to be noted that in the sawmill proper this advantage is not so great as in most other manufacturing plants. In a machine shop or other factory where one machine

(Continued on page 28)

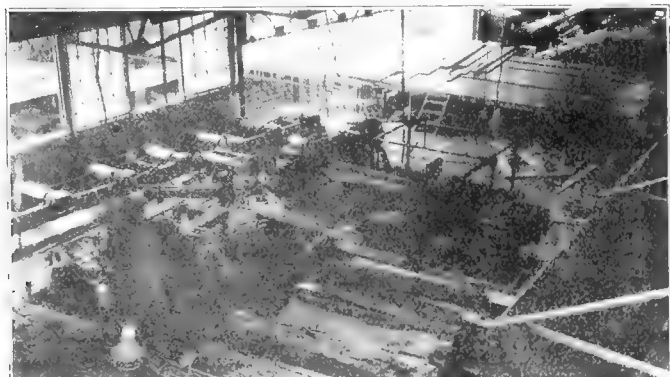


Fig. 4—Interior of Sawmill Showing Two Direct-Connected Motor-Driven Edgers



Fig. 3—Lath Mill Showing Direct-Connected Motor Driving Lath Bolter and Lath Machine

Reductions: Effect on Final Factory Cost

By *Wm. A. Babbitt*

General Secretary, National Association of Wood Turners, Inc.

The problem presented by the proposed new price levels is not at all as simple as some loud shouting buying interests would have us, who have to stand the gaff, believe.

The assumption is that if materials fall say 25 percent, and if wages contract a similar percent, then the factory cost falls 25 percent also.

We may say, in passing, that the manufacturer who lets the buyer do his cost figuring certainly has no right to complain at the result the buyer shows by his figures. But we maintain that this procedure puts too great a strain on the morals, to say nothing of the intelligence, of Mr. Buyer, to recommend it for general practice.

Let us look again at a general example made up on the Standard Cost Formula.

Raw materials cost.....	\$10.00
Direct labor for the job.....	10.00
Overhead 200 percent on direct labor.....	20.00

Total \$40.00

In this formula, it must be remembered that all figures are assumed and that the overhead percent is taken arbitrarily at 200, and that actually this figure will vary with the individual plants, probably within the limits of 180 to 275. Overhead percent is ratio of all expenses of doing business other than direct labor, to the direct labor.

To return to the discussion: If the cost of raw materials drops 25 percent and other costs remain the same, then obviously the cost drops to \$37.50, or 6¼ percent.

But suppose the cost of labor drops 25 percent, what happens then? A lot of things that no one ever thought of until recently. It looks on the face of it, that this cut in wages might nip off another \$2.50 from the cost. But the fact is that it is quite as likely to add a bit to the cost.

You have to consider two outstanding variables or hazards of the manufacturing process.

Cost Hazard of Speeds

In the first place, there is the cost hazard of speeds. A cut in wages always has a tendency to slow down the production speeds of the plant: It discourages some workers and makes others surly. So every manufacturer must study the net result, rather than the face figure of every cut in wages.

In the second place, you must consider the matter of overhead. It is hard to see how anyone who fails to pivot all his expenses on his direct labor is going to answer this question, viz., of the effect of a wage reduction on his overhead.

If it were possible for you to go right down the entire list of items in your expense account, and slash the whole list for a 25 percent reduction, all would be well. Your 200 percent overhead would fall to 150 percent, and your factory cost would fall the 25 percent which the buyer demands.

But it is more likely that your overhead percent will not go down. It will almost certainly go up, or at best, remain constant.

Look at the items in your list. Fully half of them are accounts that cannot be cut, but are bound to be higher, such as taxes, insurance, depreciation, sales expenses, many kinds of supplies and the like. Then there is the matter of salaries. Are you cutting your own salary 25 percent, and your bookkeeper and your factory manager, and so on down the line? There does not seem to be much in the overhead to cut except the wages of unskilled labor, which procedure appeals much more keenly to your customer than it does to you.

If you leave your overhead substantially intact, then your overhead ratio is going to climb nearly enough to wipe out your wage

cut. Your overhead ratio expresses the relation between the amount you pay the men who conduct the actual manufacturing operations in your plant, and the amount which it costs to give the supporting service which makes these manufacturing operations possible.

Must Fully Reduce Overhead

You will at once see that unless your overhead is reduced to match the other reductions of wages and materials, you will be a long way from securing the desired reduction in cost. Assuming that your overhead remains intact, and your overhead is 200 percent. As this is the ratio of expense against ten-dollar labor, you perceive that against seven-fifty labor, the percent immediately leaps to 267 percent.

Furthermore, when we come to study the lumber, we find that our raw material prices cannot be reduced. It is true that there are bargains just now for buyers who dare to buy. But as soon as buying starts, lumber will immediately resume the price level which its scarcity and cost of production will inevitably command. In most cases the increased cost of freight fully offsets the decreased costs of lumber.

Let us set up the cost formula again. To be very conservative, we will grant that labor can be counted on for the coming year at 25 percent lower wages. Let us assume that sufficient reductions in the wages of supporting labor can be made to effect a net drop in overhead. We cannot concede that lumber can be figured at lower costs.

	Now	Before
Raw materials.....	\$10.00	\$10.00
Off 25 per cent labor.....	7.50	10.00
Off 15 pts. overhead (252 per cent).....	18.90	20.00
Total cost.....	\$36.40	\$40.00

This study is given to enforce the lesson that the man who dares to make a price reduction of 25 per cent until he has proven that he can effect the necessary reductions in every item of cost in his overhead as well as in his labor and materials is taking the kind of hazard from which the good Lord is said to protect only children and fools.

Save by Efficiency

On the other hand, just see what happens when instead of cutting wages and the standard of living of your employees, you go after them and get an average 30 per cent more production per man on the same outlay of overhead.

Let us assume that the cost of \$40 represents the total expense involved on a day's run of ten hours. If your operator is able to complete this ten-hour job in seven hours, you have gained three hours of direct labor, or \$3. You have further gained the overhead on this labor, or \$6, making a total gain of \$9. Your cost formula will show as follows:

Raw materials.....	\$10.00	
Direct labor.....	10.00	less \$3.00
Overhead	20.00	less 6.00
Totals	\$40.00	\$9.00 gain
Net cost.....	\$31.00	

In other words, the 30 per cent increase in production, without any reduction in wages or of overhead, earned enough saving in wages and extra distribution of overhead to give you the base for a 22½ per cent price reduction. A careful trimming of expense accounts should enable you to take care of the remaining 2½ per cent.

The Southern Situation Improves

Here are some of the fundamental features of the hardwood situation at Memphis and in the Memphis territory as gathered from representative members of the trade during the past few days:

1—Inquiries are more numerous and of better character than they have been at any time since the present depression in the industry began to make itself felt late last summer and early fall.

2—These inquiries are leading to a somewhat larger volume of business, though the total turnover of hardwood lumber still represents but a mere fraction of what it normally is at this time of the year.

3—Many consumers and distributors are remaining out of the market because of the fear that prices may work lower and that, in such an event, their competitors will be able to secure their requirements on a better basis.

4—The conviction is rapidly growing among owners of lumber that prices are practically as low as they will go and that they are becoming stabilized around the present level. It may be pointed out, in this connection, that, while there was frequently a variation of \$40 to \$50 in prices at which different owners were willing to sell, immediately after the downward trend of the market became so pronounced last fall, there is now a very small variation in quotations as between different owners. This is only another way of saying that the trend of prices, which was very jagged and irregular at that time, is now rapidly approaching a straight line.

5—The higher grades of oak, gum and other hardwoods are bringing prices well above the pre-war level, while the common grades are selling at somewhat less than the level prevailing in 1913 and 1914.

Log Run Below Cost

6—Hardwood lumber, log run, is selling at considerably less than its replacement cost, even after taking into consideration the decrease in the cost of putting it on sticks as compared with last year. Taking oak as a basis, it is conceded by manufacturers here that this cannot be converted into lumber and sold at an average price of less than \$45 to \$50 per thousand feet for log run if due consideration is given to the appreciation in the value of stumpage, to the high interest rates for money, to the increased freight cost on logs to the mills, to the increased freight cost of every other item that enters into the manufacture of lumber, to the restriction of outlets occasioned by the unprecedentedly high freight rates on the outbound product, to the smaller percentage of high grade lumber secured from logs now being worked, to the longer distances which logs must be transported because of the working up of the supply available at close range, and to a fair profit on the investment which every lumberman must carry. There is naturally difference of opinion as to the cost of manufacture. Conditions are different for every operation and it is therefore difficult to strike a fair average of production costs. It may be stated in this connection, however, that there is scarcely a lumberman in this territory who is willing to concede that it is possible to put lumber on sticks and sell it at current prices without involving actual loss.

7—Production, under this condition, is necessarily very much restricted and will doubtless fail to show increase of importance until the man who makes the lumber is able to see something beyond a loss in the stock he is piling up. Inquiry among prominent producers here develops the fact that some are planning to remain idle until conditions show substantial improvement, even if they have to keep their plants closed down for an entire year. Two of the largest manufacturers here are quoted elsewhere in this issue of *Hardwood Record* as declaring they do not propose to manufacture any lumber during 1921, except such as may be incident to the saving of logs already on hand, and another is quoted as saying he will not begin operating until Sept. 1921, if then. Generally speaking, it appears to be the plan of the vast majority of manufacturers here

to take care of the logs they now have on hand and leave their timber standing in the woods until conditions are more favorable for its conversion into lumber. There are a few manufacturers who are proceeding as if conditions were normal, but they can be counted on the fingers of one hand and represent but a mere fraction of the total producing capacity of this territory. The average owner of standing timber is unwilling to convert his principal asset into a product that must be sold at a loss. He prefers to conserve his resources and to get away from pursuit of a policy that is so economically unsound and so wholly untenable from every possible standpoint. He is confident that no commodity such as hardwood lumber will continue indefinitely to bring less than the cost of production for the reason that the time would soon come when there would be no production because there would be nobody left with enough money to continue that process.

No New Stocks Promised

8—With production on such a limited scale and with incentive to the manufacture of hardwood lumber entirely lacking, it is quite apparent that stocks of lumber now on hand must to a very large extent, be relied upon by consumers during 1921. Shipments of the higher grades are now somewhat larger than the quantity being produced and there is probably not much difference between sales and production of the lower grades. Slightly more than two months of 1921 have already passed and, if conditions today justified operations on a normal scale, these would not be possible under 60 days. There are very few logs available for the reason that so little timber has been cut during the past six or eight months. Furthermore, the time of year is at hand when, because of rainy weather and flood conditions, very little progress can be made with logging over a very considerable part of the southern hardwood producing territory. But it is conceded that it may be six months before the market rights itself to a point where normal production is justified, and, if this view proves correct, it will be around the first of September before normal hardwood output may be expected. Add to that date the two or three months that are required for the drying process and there is very little time left in which consumers may obtain lumber from the 1921 cut.

9—Holders of southern hardwoods are far less willing than they have been during the past few weeks to sell at "any old price" just for the sake of keeping their stock moving. One Memphis firm yesterday declined a telegraphic order for 500,000 feet of common gum, delivered at Kansas City, Mo., and it has turned down orders for a number of single cars because the price offered did not meet with its approval. Other firms, too, are pursuing a similar course and buyers are not finding as many offerings on the bargain counter as they were able to find a short time ago. Owners are coming to a realization of the fact that it is far wiser to take care of the stocks of lumber they have on hand than it is to dispose of these at less than replacement costs and be without lumber with which to take care of orders when business does improve. If they are not producing now and if they do not propose to begin producing until considerably later, they will have nothing but their present stocks to sell and just now they are more disposed to protect these than to sacrifice them. The present tendency toward rejecting current offers is regarded by members of the trade as the most wholesome development of the past month and is doing more than any other single factor to strengthen the conviction that the market is "scraping bottom."

Consumers' Needs Urgent

10—Consuming interests, in some cases, have recently placed orders for considerable quantities of lumber in the most casual way and have, after the acceptance thereof, sent telegraphic inquiries for car numbers and other data by which such shipments might be traced.

The casual manner in which the orders have been placed suggested that the lumber was not badly needed while the efforts to secure immediate shipment, with tracers, suggests just the reverse. The conclusion is drawn from this condition that consumers are somewhat more in need of lumber than they would like for the seller to know until after they have secured their requirements.

11—It is recognized that general business conditions are improving and that woodworking industries are quickening their pace somewhat, and it is argued, from this knowledge, that a larger demand is on the cards for the future. There are more buyers coming personally to Memphis than at any time since the depression began and it is believed that these personal visits foreshadow larger buying in even a more definite and more tangible way than the increased inquiries now being received. Salesmen returning from the North and East report conditions as steadily improving and members of the trade here believe that there will be a gradual increase in buying and that the turn of the tide is not very far away, if it is not actually at hand. Furniture manufacturers, manufacturers of automobile

truck bodies, producers of interior trim, makers of flooring and manufacturers of boxes and other wooden containers are represented in the personnel who have visited Memphis recently and it is conceded that, whatever may happen in the way of prices, volume of business is steadily though slowly expanding, so far as the domestic situation is concerned.

12—The American Overseas Forwarding Company reports having booked about 1,500,000 feet of hardwood lumber for export to the United Kingdom during the past two weeks. It also states that it is booking something every day, in striking contrast with its experience during the greater portion of the past two years and more particularly during the past several months. Most of the lumber being exported from this centre through this company or other agencies is going to the United Kingdom. Business with other European countries is reported quite light and little improvement is expected until the reparations question has been definitely settled and until there is a change for the better in general industrial and financial conditions on the continent.

Early Re-argument of Hardwood Case Urged

Attorneys for the American Column and Lumber Company, and the other open competition plan membership of the American Hardwood Manufacturers Association, will petition the United States Supreme Court to set an early date for the reargument of the hardwood case, probably the first part of April.

In speaking of the Court's action, General L. C. Boyle, chief counsel for the lumbermen said:

Of course the action of the court in ordering the case to be reargued was somewhat of a disappointment. But there is comfort in the thought that it marks a long advance from the point where Judge McCall left the case.

If the court had agreed to Judge McCall's view that "this is a clear case of a combination of manufacturers to increase prices by agreeing not to compete as to price and by curtailing production," it would hardly have called for any further argument, since it is the A. B. C. of the law that such a combination is illegal.

As we see the matter, the present action of the court is not unfavorable to our side of the case. It is nothing unusual for the Supreme Court to ask for a reargument in cases of importance. Indeed, there has been a reargument in practically every important case under the Sherman Act which has come before the Supreme Court in recent years, among them being the Standard Oil case, the International Harvester case, the Lehigh Valley case and others.

"The Solicitor General will join us in the motion to have the court set a date for the reargument, probably early in April," said General Boyle.

Redocketing of Hardwood Case Regarded as Favorable Augury

The news from Washington that Chief Justice White of the Supreme Court of the United States has asked for a re-argument on the appeal of the American Hardwood Manufacturers Association from the decision of the late Judge J. E. McCall, of the federal court for the Western district of Tennessee, granting a sweeping injunction against any activities whatever under the open competition plan of that organization, has created in Memphis, a much more hopeful feeling regarding the final verdict of the highest tribunal in the United States. Both officials and members of the organization regard this request for re-argument as foreshadowing a favorable decision and the hope is expressed that the delay incident to such re-argument will not be too great.

"You may quote me as saying that request for re-argument of this case is the next most favorable development to an actual decision in favor of the defendants and as pointing to just such a decision in the end," declared James E. Stark of James E. Stark & Company (Inc.), chairman of the executive committee of the association, when the news was received in Memphis. "I am of the opinion that the Supreme Court has already decided that the plan itself is not unlawful and that the request for re-argument is based on the desire of

the justices to clear up any doubt that may exist regarding the conspiracy charges which represented the main contention of the department of justice in its action directed against the 'open competition' group of the membership of the association."

"In our opinion this is not an unfavorable indication of the ultimate result we have always felt would be reached in this case," says F. R. Gadd, manager of statistics, in a letter addressed to members of the association apprising them of the action of the Supreme Court. "We have been confident from the beginning that the Supreme Court would uphold the right of trade associations to compile statistics showing conditions as they exist within the industry. This case is of great public interest. It will be reargued at an early date and an opinion should be forthcoming shortly after the court hears the new argument."

It is recognized by members of the association identified with the open competition plan of the organization, that any guess they make as to when the re-argument will take place or what the final result will be is highly speculative but that does not prevent them from casting the situation over in their minds and from extracting as much consolation and satisfaction as possible from the fact that there is to be a re-argument.

Regret is expressed over the fact that re-argument means a delay in the final decision but such regret as may exist on this point is more than counter balanced by the fact that the mere resetting of the case for argument is looked upon as a favorable development.

The news regarding redocketing of this famous case is the first word that has come out of Washington since the arguments on appeal were heard before the Supreme Court Oct. 19, 1920. In this connection, it may be noted that it has been slightly more than a year since the department of justice filed its original bill in equity against all members of the open competition plan group of the association, and almost a year, to a day, since the hearing of the charges of conspiracy was held before the late Judge McCall. The bill of complaint was filed Feb. 15, 1920, and hearing of the case took place March 8, 9 and 10. Within about a week after the hearing was concluded, Judge McCall handed down his decision, which was one of the most sweeping in the history of the United States, giving the government an overwhelming victory by restraining the defendant from any and all activities, individually and collectively, under the open competition plan. Early in April, after the attorneys representing the government and the defendants had reached an agreement to stand on the record as made at the original hearing, both sides appeared before Judge McCall, sitting at Jackson, Tenn. Judge McCall, on that occasion, declined to modify his previous order and appeal was then perfected to the Supreme Court of the United States.

Proper Drying Demands Good Circulation

By Rolf Thelen*

In many ways the circulation of the air in the kiln is the determining factor in the success of the drying operation. Given a uniform, ample circulation throughout the kiln, it is usually fairly simple to provide and maintain the correct temperature and humidity. If, however, the circulation is bad, no amount of expensive equipment and apparatus will serve to yield satisfactory drying conditions. The accuracy required in maintaining these drying conditions varies, of course, with the wood to be dried and the state of seasoning in which it enters the kiln. Any old hot box may do to kiln dry previously air-dried inch stock of pine or fir, but mighty few types of kiln are capable of drying thick southern oak vehicle stock green from the saw!

One of the big problems just now is the remodeling or adapting of old kilns, formerly used only on previously air-dried stock, for the drying of stock green from the saw, and much trouble is being

experienced in the solution of it. A thorough knowledge of the possibilities should be helpful to those who are confronted with this problem, and it is hoped that this article may be of some assistance in stimulating thought and investigation along these lines.

Uniform and ample circulation is needed principally to distribute the heat uniformly to all parts of the pile, and to permit the humidity-regulating system to act uniformly and quickly throughout. The sketches are entirely disagreeable and intended merely to illustrate principles, rather than details of design. While the circulation in those types having a central chimney through the lumber is indicated, in all the sketches, as being upward, it is quite possible to produce circulation in the reverse direction, especially in kilns provided with forced circulation. The type indicated is usually preferable on account of the greater uniformity of circulation produced in the chimney through the baffling or mixing effect which the two converging streams of air have upon each other.

Circulation in compartment kilns is produced in a number of ways, which depend principally upon differences in the temperature of the air at different points and upon mechanical means, such as fans or blowers. To a lesser extent, dependence is placed upon jets of steam or water.

Compartment kilns may be divided roughly into "ventilated" and "recirculating" types: in the former, the circulation is intended to be produced by means of chimneys or flues, taking cold

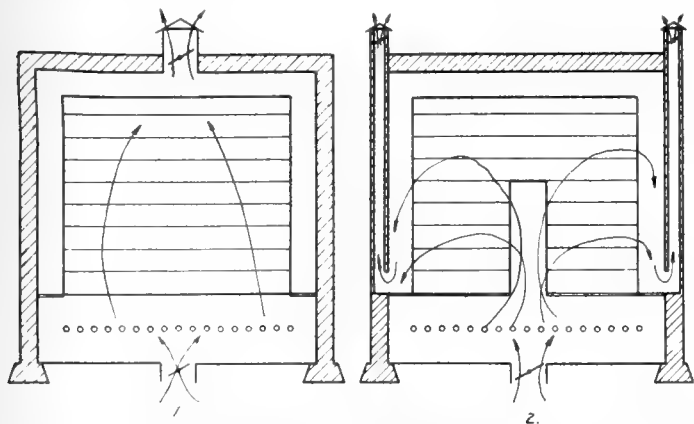


Fig. 1—Simplest Type of Ventilated Kiln

Fig. 2—Ventilated Kiln with Outlet Ducts Opening at Bottom of Pile. This Arrangement Permits the Air to Drop Downward and Outward Through the Lumber

Fig. 3—Ventilated Kiln with Outlet Ducts Opening at Bottom of Pile and Steam Jet for Maintaining Humidity and Increasing Circulation

Fig. 4—Ventilated Kiln with Heating Coils Concentrated Near Center. In Kilns with Central Flues It Is Not Always Necessary or Desirable to Distribute the Heating Coils Uniformly Under the Entire Pile

This also serves to heat the air, and thus reduces the load on the steam coils.

Figure IV illustrates the principle that the heating coils do not need to be distributed uniformly from side to side of the kiln when the heated air is taken up through a chimney in the pile. The first four sketches show straight ventilating kilns, recirculation being prevented by means of solid horizontal partitions. The simplest arrangement of a recirculating kiln is shown on the right half of Figure V. The left half illustrates a modification in which

Even when the circulation through the ventilating ducts is comparatively small, it is still usually necessary to provide additional moisture to keep up the humidity in the kiln. Figure III illustrates one way in which the circulation can be increased, and the humidity raised at the same time by means of a steam jet in the intake.

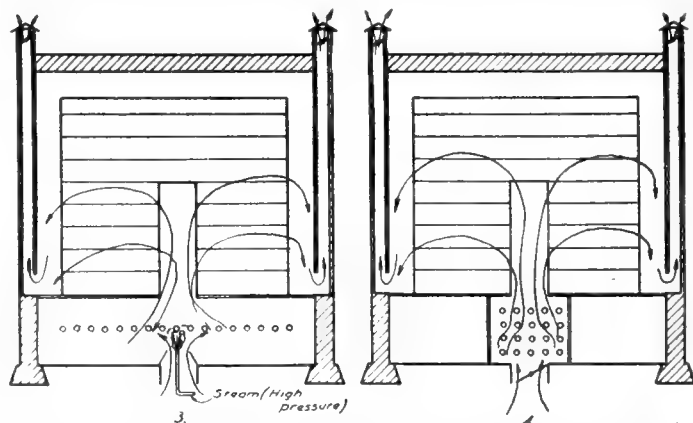


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*In Charge, Section of Lumber Physics, Forest Products Laboratory, Madison, Wis.

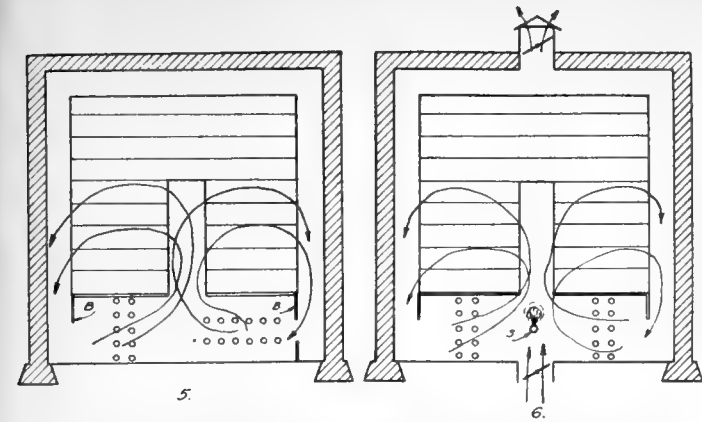


Fig. 5—Simplest Type of Recirculating Dry Kiln. Baffles "B" Assist in Preventing the Heated Air from Passing Upward Along the Kiln Walls
Fig. 6—Recirculating Type of Dry Kiln with Steam Jet to Increase Humidity and Vents to Reduce It

the heating efficiency has been increased by a rearrangement of the heating coils, and the direction of the air movement assured through the use of baffles (B). These baffles help to guide the heated air up the central chimney and to prevent it from passing upward along the side walls of the kiln. The circulation in a kiln of this type depends largely upon the cooling effect upon the air of the lumber and of the side walls of the kiln and must be feeble at best. No provision for humidity control is made. With this feature added, the kiln might appear like Figure VI. Here humidity control is secured by means of the steam jet line (S) and the intake and exhaust flues, the steam increasing the humidity when necessary, and the flues providing for the escape of moisture-laden air and its replacement by dry air. The jet line is so placed that the circulation is increased by the escaping steam. Another means for removal of moisture from the air in the kiln is illustrated in Figure VII. The condensers (C) have cold water circulating through them; moisture condenses on the cold pipes and is drained off through suitable gutters. The resultant cooling of the air assists the circulation considerably. However, even with this help, the circulation is not always sufficient to maintain uniform conditions. In these cases, recourse may be had to internal fans, as shown in Figure VIII. Eighteen-inch or twenty-inch propeller fans, spaced about four or five feet apart throughout the length of the kiln will produce circulation ample for practically all drying conditions. Unless specially designed for this work, the life of the fans is liable to be very short when used under severe drying conditions.

The Internal Fan Kiln

Just as it is possible to reduce the humidity by means of vents, as in Figure VI, so is it also feasible to do this in the case of the internal fan kiln. Figure IX illustrates how this may be done. It also indicates a housing around the steam pipes and a steam

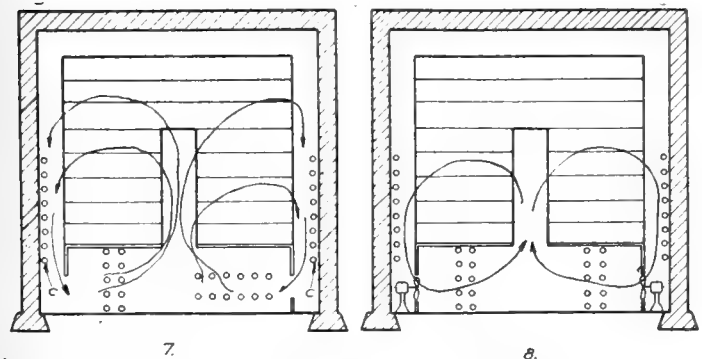


Fig. 7—Recirculating Condenser Dry Kiln. The Condensers Assist the Circulation Besides Serving to Remove the Moisture from the Air
Fig. 8—Recirculating Condenser Dry Kiln, with Internal Fans to Promote Circulation

jet line under the chimney. The purpose of the housing is simply to assist in guiding the air.

The regulation of humidity and the production of a high circulation by a single means are accomplished in the water spray kiln illustrated in Figure X. The water sprays (W) produce this dual effect by cooling the air to the dewpoint and by creating a circulation through impact on the air as well as through temperature difference. The temperature of the dewpoint, which controls the humidity of the air, is in turn controlled by the water temperature, which is automatically regulated. The baffles (B) remove entrained spray water from the air before it strikes the heating coils. Condensers and steam spray pipes are usually added: the former to use in place of the water sprays at the end of the run and the latter for periodic steaming to relieve drying stresses. This type of kiln is especially adapted to difficult drying conditions.

The External Blower Kiln

Quite different from the other types is the external blower kiln, indicated in cross-section in Figure XI. There are many possible arrangements of the ducts, the one illustrated being typical. These ducts run the full length of the kiln, and are provided at intervals with openings for the intake or discharge of the air. Heating may be either by means of a single heating unit located at the dis-

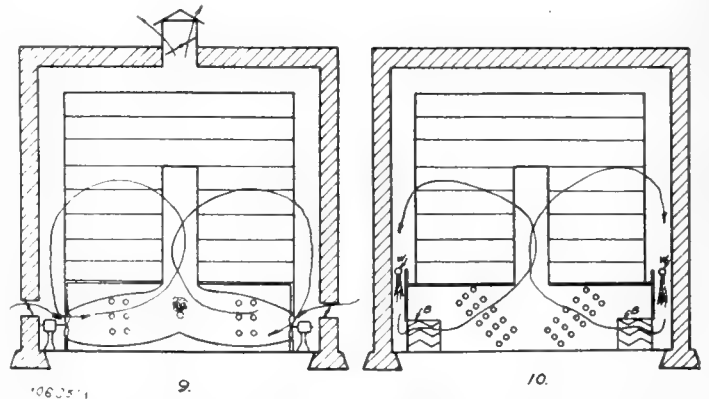


Fig. 9—Internal Fan Type of Dry Kiln, with Steam Jet to Increase Humidity and Vents to Reduce It
Fig. 10—Typical Water Spray Dry Kiln. The Water Sprays Produce Circulation and Reduce Humidity

charge side of the blower or by means of individual heating units distributed throughout the intake (or pressure) duct in the kiln. Humidity may be regulated by means of steam jets and condensers or vents. Kilns of this type usually have ample circulation fairly uniformly distributed, and are capable, when properly designed, of operating under severe drying conditions. The direction of forced circulation, however, should always be with and not opposed to the natural gravity effect, otherwise irregular conditions and stagnation are almost certain to occur.

Endwise flat piling is essential in all of the kilns except the type indicated in Figure I, in which either endwise or crosswise flat piling may be used. Vertical piling of either kind could also be used in a kiln of this type, as shown in Figure XII. In fact, with sufficient heating surface and large enough ducts, much improved circulation and more uniform drying might be secured. This form of piling permits the air to pass over both broad sides of each board.

All of the types so far mentioned use air as the medium of heat and moisture transference. The kiln sketched in Figure XIII differs from them in that it uses superheated steam for this purpose. It also differs from them in that it is provided with means for periodically reversing the circulation through the lumber. Steam for circulation is supplied through the four spray lines (SL and SR), only one pair working at a time, and the temperature is maintained by means of the heating coils on the side walls. The discharge of the steam from the jets produces a very rapid circulation. Means for the escape of steam from the kiln must be pro-

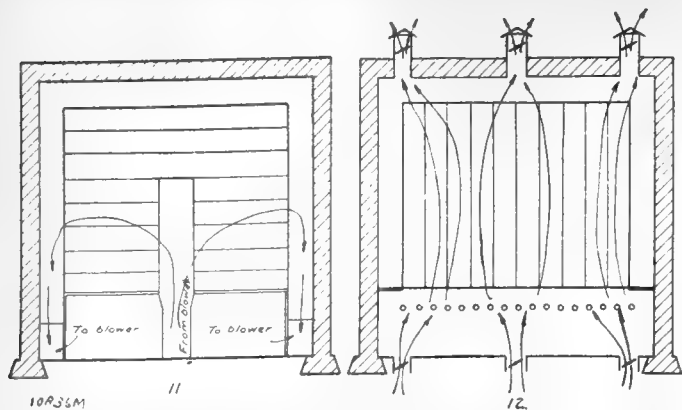


Fig. 11—External Blower Type of Dry Kiln. Steam Jets May Be Provided to Increase Humidity, and Dampened Fresh Air Connects on the Suction Side of the Blower to Reduce It

Fig. 12—Simplest Type of Ventilated Dry Kiln with Vertical Stacking

vided—often there is enough leakage around the doors to take care of this. This type of kiln is adapted only to woods capable of being dried at temperatures of about 225 degrees Fahrenheit.

Variations of Circulation

While the sketches indicate the direction of the circulation, it frequently happens that the air in the kiln actually circulates in some other manner. This is especially true in those types in which the circulation is not very positive, and eddy currents or stagnation cause much of the uneven drying found in these types. Further, lack of uniform heating often produces a longitudinal circulation which may be much greater in volume than that in the indicated directions. Short-circuiting of the air around the lumber frequently causes slow and uneven drying and should be avoided.

A remedy for any specific kiln trouble can not usually be satisfactorily prescribed without an individual study of this kiln from the inside to determine the direction and amount of the circulation and the temperature distribution. Once the faults are charted, the remedy usually becomes evident. If circulation be ample, it is usually possible to guide it by means of suitable baffles and proper arrangement of heating and humidity regulating elements. If more circulation is needed, however, recourse must generally be had to mechanical means, such as fans or blowers or other means,

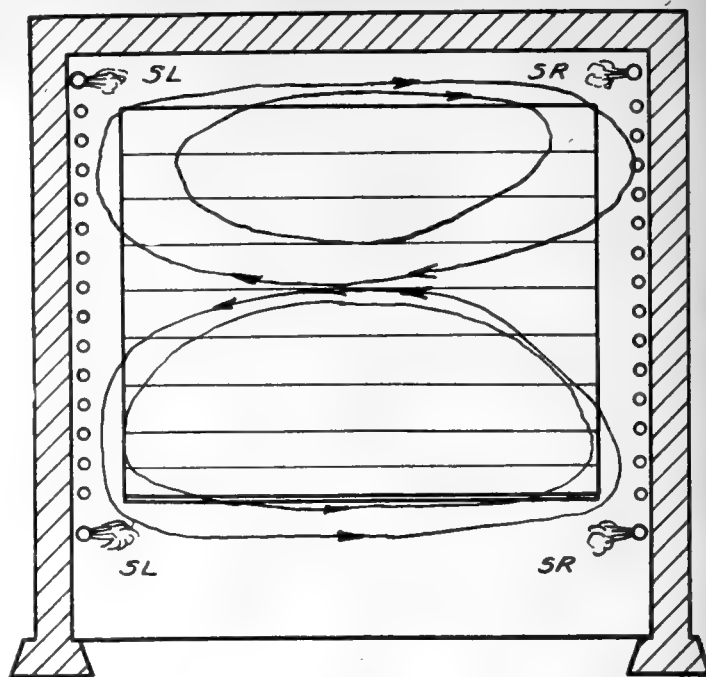


Fig. 13—Reversing Type of Superheated Steam Kiln. The Right-Hand and Left-Hand Sprays Are Turned on and off Alternately, Producing a Reversal of the Circulation Through the Lumber Pile

frequently necessitating more or less remodelling. As stated in the introduction, ample circulation is a prerequisite to the satisfactory drying of green stock of difficult species, and it is useless to attempt to do this kind of drying in kilns which are not capable of producing the necessary circulation. Parenthetically, most ordinary ventilated kilns fall in this class. Kilns of the water spray and blower types are capable of producing, under commercial conditions, a circulation of from 25 to 50 feet per minute through the lumber pile itself; this necessitates, of course, a much higher circulation through the inlet and return ducts.

In conclusion, the operator having trouble with his kilns is advised to get inside and "smoke out" the kinks in his circulation.

News from the National Capital

Simultaneous with the action of the Department of Justice in filing suit against the Southern Pine Association, the Federal Trade Commission has submitted to the Senate Committee on Reconstruction and Production, another report on the lumber industry, which is concerned with the operations of the association.

"From time to time since the formative period in 1915-1916, the Association leaders have urged the membership to regulate their production according to the demand, as indicated by the barometer, so that prices could be advanced or at least prevented from receding," reads the report of the Commission.

As shown by the Association barometers, the production of Southern Pine has been below normal ever since 1916, and with the exception of 6 or 7 scattered months the orders placed during the same period have also been "below normal." It would seem to follow that the high prices obtained for Southern Pine lumber have not been the result of unusual demand as such, but because the demand has almost constantly exceeded a less than normal supply.

The continued shortage of production as compared with the demand has been reflected in prices and profits. For the year of 1918, 39 Southern Pine companies paid excess profits taxes averaging 43.5 per cent on their

combined sales, 13 of them paying more than fifty per cent each, as reported by them to an official of their association. These profits were made while an average price of \$28 per thousand feet or less was in effect, that figure being the Government maximum price during the last six months of 1918. The excess profits taxes for 1919, when the average price at times reached from \$55.00 to \$59.00 per thousand, are not available to the Commission. The documents show that besides regulating the production to the demand, the Southern Pine Association has been the medium for direct and concerted action on prices, both before, during and since the war.

* * * * *

The Federal Trade Commission has cited Dalby & Hardwick, of Jamaica, Iowa, a lumber company, in complaint of unfair competition in the lumber business.

The citation is to answer the averment that the company follows the practice of applying to a competitor for estimates and bids on numerous items of building materials without disclosing that the request comes from the respondent and without any intention of making any purchases from the estimates received. The respondent is alleged to use the information received from its com-

(Continued on page 26)

All basic industries are bidding against each other for more working capital. The timber industry needs the good will and co-operation of all those interested in its welfare. To co-operate buy timber bonds.

We own and offer, subject to prior sale and change in price:

\$300,000
7% Collateral Trust Gold Notes
 OF CHARLES B. BOX
To Yield 7¾% to 8%

Secured by \$603,577.80 Vendor Lien (first mortgage) Notes of the
 Great Western Land Company, a subsidiary of the
 American Sugar Refining Company

Denomination \$1,000.
 May be registered as to principal.

Maturities and Yield:

Interest payable semi-annually
 April 2 and October 2.

Due	Amount	Yield	Due	Amount	Yield	Due	Amount	Yield
Oct. 2, 1921.....	\$20,000	8%	Apr. 2, 1924.....	\$20,000	7.95%	Oct. 2, 1926.....	\$20,000	7.80%
Apr. 2, 1922.....	20,000	8%	Oct. 2, 1924.....	20,000	7.90%	Apr. 2, 1927.....	20,000	7.80%
Oct. 2, 1922.....	20,000	8%	Apr. 2, 1925.....	20,000	7.90%	Oct. 2, 1927.....	20,000	7.75%
Apr. 2, 1923.....	20,000	8%	Oct. 2, 1925.....	20,000	7.85%	Apr. 2, 1928.....	20,000	7.75%
Oct. 2, 1923.....	20,000	7.95%	Apr. 2, 1926.....	20,000	7.85%	Oct. 2, 1928.....	20,000	7.75%

Callable on any interest payment date on 30 days' notice at 101 and interest.

Principal and interest payable at Continental and Commercial Trust and Savings Bank, Chicago, Illinois.

SUMMARY

(1) Said Vendor lien notes are secured by a closed purchase money (first) mortgage on approximately 15,545.90 acres of hardwood timber lands in St. Landry Parish, La.

(2) The \$603,577.80 Vendor lien notes are part of an outstanding issue of \$764,531.88, being the unpaid balance of a total purchase price of \$1,005,963.10.

(3) These lands are estimated to contain over 100,000,000 feet of living merchantable timber of the following varieties: Red Gum 37%, Oak 25%, Cypress 18%, Ash 10%, Elm, Pecan, etc., 10%. Our cruiser reports this tract as being one of the best Hardwood tracts in the South.

(4) The maker of the Vendor lien notes is a subsidiary corporation of the American Sugar Refining Co. its entire capital stock (except qualifying shares) being owned by the Brooklyn Cooperage Co., the stock of which (except qualifying shares) is owned by the American Sugar Refining Co.

(5) The Great Western Land Company represents to us that they own 150,000 additional acres of unincumbered lands.

(6) The maker of the Collateral Notes according to his statement has a net worth of nearly \$2,000,000.

(7) We recommend these notes for your investment.

Plats of the property, details as to estimates of the timber, copies of the Vendor's lien and Collateral Trust Agreement and opinions as to title and the validity of the instruments are on file in our office where they may be examined.

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(Continued from page 24)

petitors in making bids for the business of its competitors' customers, and also for the purpose of putting its competitor to the expense of making a large number of estimates from which no orders could follow.

Thirty days are allowed to file answer, after which time the complaint comes on trial on the merits.

* * *

Without a dissenting vote the United States Supreme Court held the Lever act to prevent profiteering to be unconstitutional and invalid because of its vagueness and the lack of a definite standard. The decision of the court was handed down by Chief Justice White. Associate Justice Day took no part in the case and Justices Pitney and Brandeis concurred in the result, but did not approve the reasoning of the majority of the court.

* * *

Business and industry for the month of February have continued in a transitional and unstable condition, according to the monthly survey of the Federal Reserve Board. Demand for goods by no means firmly has been re-established. Although there are abundant indications that stocks of goods greatly have been reduced and that a large volume of potential buying is in sight, it has not become actual as yet. In speaking of lumber the report says:

"The market for lumber has shown some improvement due largely to favorable weather conditions. Reports from District No. 6 (Atlanta) and District No. 11 (Dallas) state that the value of business in Southern Pine is increasing. Reports from 133 mills in District No. 6 (Atlanta) for the week ending February 4, show actual production still 35.4 per cent below normal and shipments 33.43 per cent below normal production.

The 28 mills located in District No. 11 (Dallas) received orders equivalent to 72 per cent of their normal production, while for the preceding four weeks the orders booked by 24 reporting mills were only 46 per cent of normal production. The gain in new business resulting in increasing the January output for the reporting mills. The production was only 36 per cent below normal, while for the month of December it was 47 per cent below normal. Unfilled orders reported by these 28 mills were 36,783,000 feet as compared with 32,358,000 feet reported by 24 mills on December 31."

Building operations throughout the United States have declined during the past month, the report states. The reduction in the volume of construction is not, however, as great as the figures indicate, due to the considerable fall in the prices of building materials this year from the abnormally high levels a year ago.

* * *

An almost unanimous demand for repeal of the excess profits tax has been made by the membership of the Chamber of Commerce of the United States, in a national referendum vote. The ballot was taken on a report of the Chamber's committee on taxation, advancing fifteen proposals for changes in the present method of Federal tax levies.

Although the committee recommended substitutes for the excess profits tax, the vote of the Chamber's membership on these proposals was not conclusive. A considerable majority voted against an increase in income taxes, proposed as a means of substituting some of the revenues derived from the excess profits tax, and at the same time there was a majority vote against any form of sales tax, suggested both as a substitute for and in addition to other forms of tax. A proposal that excise taxes be levied partly to take the place of the excess profits tax, was carried.

Forestry in the Central States

The Central States Forestry Conference is on the way to become a permanent organization for the pushing of adequate forestry legislation in the lake states.

A temporary organization, whose main object is the securing of essentially uniform legislation for forest policies for the states of this region was formed at the preliminary conference at Chicago, through the courtesy of the Union League club, on Feb. 24.

With the conference ended, and plans well under way to make the organization permanent, it is safe to say that this conference marks an epoch in American forestry, for it is the beginning of practical effective legislation to restore the forests of the lake region, legislation to be backed by the best judgment of the forestry experts of the participating states, in consultation with all interests affected.

The chief speaker of the conference was Col. W. B. Greeley, chief of the United States Forest Service, and the whole tone of his addresses was that the problem of a timber supply is to be solved by making the idle acres produce trees, not by restriction of production, or restrictive legislation aimed at the present timber land owners. Col. Greeley's argument for forest legislation, and his explanation of the Snell bill was that America has been made great by liberal use of forest products, and to continue great we must be able to produce enough timber to continue this liberal use.

In passing it may be said that this attitude expressed before many prominent lumbermen who attended the conferences, was something of a surprise to the timbermen who have been accustomed to have every discussion of the forest problem center on an attack on the lumber man.

Developments of the conference included a general discussion of problems of the various states. It was decided that fish and game protection, use of the forests for recreation, and the value of the forest in maintaining the water table in the soil of agricultural states must not be overlooked in working for future forest laws. Some of the developments reported from the various states were:

Illinois—An intensive study of reforestation by the state survey has been decided upon, and is provided for by \$10,000 a year for salaries and \$4,000 for traveling expenses in the state budget. The purpose is to determine the treatment of nearly 6,000,000 acres of forest land. This will in addition to the state forester, give the for-

estry force a ranger, two cruisers, an economic forester and a field and a laboratory botanist.

Indiana—Legislation now pending to encourage forest growth by taxing forest growing land not over \$1 per acre, when properly used.

Iowa—Legislation to encourage forestry by cutting in half the valuation of forest land has been introduced. Improvement of river and lake frontage by tree growth is to be encouraged in Iowa.

Michigan—Progress in Michigan was reported by all of its representatives. Possibly the most notable development was the announcement of the formation of a forestry department by the state farm bureau, with F. H. Sanford as manager, to encourage the growing of trees on non-agricultural soil, and for the pooling of production and marketing of the tree crop.

Minnesota—This state is in advance of many others in its holdings of state land for forest production. Its handling of state land and timber is essentially on the lines so successfully applied by the forest service on national forests.

Missouri—Dr. Von Schrenk asked for the advice of the forestry conference in formulating legislation to be presented at once. He took a census of salaries paid state foresters, in order to determine what figure to place in his bill. Prof. Dunlap of the University of Missouri said the cutting of Ozark timber was forcing the state to consider forest restoration.

Ohio—A general program for state forest legislation, providing for state forest purchases, fire prevention, and encouragement of private reforestation was reported by State Forester Secrest, who said the state was waking up to its needs, but not yet ready to spend all the money needed.

Wisconsin—An amendment to the constitution has been offered to authorize the state to acquire, preserve and develop state forests. This has to be adopted by two biennial legislatures, and then go to the state for a referendum. Bills are pending to give the state four parks, including state forest areas, for recreational use, as well as future timber production. One such park is to be located in 8,500 acres of virgin timber with 2,000 acres of area in 20 lakes, in addition. One city is planning a public forest, and others to plant trees along state highways leading to them.

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Pertinent Information

Pennsylvania's Proudest Oak

According to a report from Waynesboro, Pa., what is perhaps the largest or at least the most valuable tree in the State of Pennsylvania stands on the old Craig farm south of Welsh Run, very close to the Mason and Dixon line. The farm is now owned by John O. Craig, Representative from Franklin county, in the State Assembly, and he attributes the unusual size of the tree to the fertility of the soil. The tree, a white oak, is six feet across at the ground and carries its thickness without branches for 45 feet. It is at least 85 feet in height, and an estimate of the saleable lumber it would make places this at 5,000 feet. Foresters from all over the State have made the trip to Welsh Run to see the tree and they pronounce it the finest specimen of its kind which they have ever viewed.

Ayer Timber Lands Sold

Negotiations, which have been pending between the trustee of the Ayer Estate of Boston, Mass., and G. von Platen of Grand Rapids, Mich., for the purchase of the Military Wagon Road Tract of timber lands in the Upper Peninsula of Michigan have recently been consummated, whereby G. von Platen acquires the entire Ayer tract.

Subsequently large parts of the tract have been purchased by the following concerns: Wisconsin-Michigan Lumber Company, Eagle River, Wis.; Goodman Lumber Company, Marinette, Wis.; Marathon Paper Mills Company, Rothschild, Wis.; J. W. Wells Lumber Company, Menominee, Mich.; East Jordan Lumber Company, East Jordan, Mich.; Weidman & Son Company, Trout Creek, Mich.; John Malila, Wainola, Mich.; Von Platen-Fox Company, Iron Mountain, Mich.

This transaction, comprising 172,000 acres in Houghton, Iron, Gogebic, Ontonagon and Keweenaw counties, places on the market a large body of timber and excellent farming lands available to actual settlers.

Rail Relief Bill Passed

The following statement relative to the passage of the railroad relief bill was issued by the National Wholesale Lumber Dealers' Association:

With the help of the members of this association the Winslow-Townsend bill has passed Congress and has been signed by the President.

Your officers and trustees have given this matter attention ever since the ruling of the comptroller of the treasury that partial payments could

not be made to railroads under the guarantee clause of the railroad act. Upon the request of the board of managers of the bureau of information many members have energetically followed up their senators and congressmen, and we have been very actively coöperating with the Chamber of Commerce of the United States, the Railway Business Association and others, in order to secure the enactment of the bill.

This was achieved by the combined coöperation thus extended and will bring relief to the railroads, because, as we are informed, partial payments will be resumed as soon as the amounts claimed by the various carriers are certified to the treasury department by the Interstate Commerce Commission.

Washington dispatches indicate that \$100,000,000 is available to meet all certified payments until March 15.

Spain and Portugal as Markets for American Lumber

Spain, under normal conditions, requires about 500,000,000 board feet annually to supply its needs for lumber and forest products, according to American Trade Commissioner Nelson C. Brown in a special report on the market just published by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

Limited native production necessitates large imports. Of the imported supply, amounting to about 348,000,000 board feet in 1913, the countries bordering on the Baltic furnished about half. The United States supplied about 75,000,000 feet, most of which was southern yellow pine and the remainder largely red gum and white oak.

"There was a great expansion in the demand for lumber prior to the war, particularly for American woods," says the trade commissioner, who points to the fact that "before 1900 practically no American hardwoods had been brought to Spain, whereas in 1914 about 12,000,000 board feet of hardwoods was imported from the United States." "In the two years from 1912 to 1914 the exports of southern yellow pine lumber from this country to Spain increased nearly 100 per cent," states the Government expert, who is of the opinion that there is a "distinct opportunity," as he expresses it, "not only for pine but for a greater variety of American woods."

In discussing the market in Portugal the trade commissioner states that while import tariff regulations and domestic supplies somewhat restrict lumber imports, the market is worth more than passing consideration, as is substantiated by imports of 25,000,000 board feet, of which about 9,000,000 was southern yellow pine.

Trade Commissioner Brown's report is based on extensive investigations

(Continued on page 29)



A Small Carelessness May Ruin Your Machine

Tractors and motor trucks have played a very important and valuable part in the production of lumber in many cases, without them some mills would have to shut down. It is impossible to determine the amount of money which has been invested in these two means of mechanical conveyance by mill owners and logging operators, but it would not be an exaggeration to estimate this investment at between two and three million dollars.

In most cases, care has been taken to protect this investment, and in only a few cases has it been found that these trucks and tractors have been abused by lack of proper attention and handling. The deplorable factor, however, is that this small per cent of truck and tractor owners, who do abuse their machines through carelessness, seem to influence prospective purchasers more than the numerous successful outfits.

The writer was recently asked by a saw mill owner to go down into the "delta" and inspect his operation, especially his tractors, and to advise him, if possible, the reason for the failure of the rigs to function. This particular lumberman had purchased the tractors new and not over five months before. According to his statement, they had absolutely failed to operate, even with the remotest degree of success. Not only had these rigs fallen down on the job, but they had proven a tremendous expense in regard to repair parts.

Before going out into the timber, I gathered all I could from the superintendent, and learned that the machines, which were ten-ton rigs, could not haul two eight-wheel wagons loaded with logs. This, of course, looked wrong, as many of us have seen these same type tractors hauling three, and often four wagons, over roads with conditions no worse than those which were now proving impossible for these particular outfits. The tractor operator gave me the next "clue," when he advised that the transmission bearing had proved the most productive source of revenue for the spare parts dealer. I found that these bearings had been "going bad" with clock-like regularity, and that as fast as one would prove useless for further service another would be put in its place—BUT NO ATTEMPT HAD BEEN MADE TO DETERMINE THE CAUSE.

The first thing I asked for was a sample of the transmission oil. This I mailed to my office, with instructions to have same analyzed. After going over the tractors I could not help but agree with the saw mill owner, his superintendent and with the tractor operator, that the tractors were in very bad shape and entirely incapable of logging his mill.

However, the cause of all this trouble appeared to be so obvious and so entirely inexcusable that I withheld my verdict until it might be confirmed by chemical experts. It is hoped that, in relating this experience here, that all who have the misfortune to experience similar unsatisfactory results, will profit by the lesson which has cost this one particular owner several hundreds of dollars.

The chemical analysis showed that the oil used in the transmission was primarily the wrong kind, in that it was mostly cylinder oil. Furthermore, it contained over 5 per cent grit, which was composed of such foreign elements as copper, bronze, iron and sediment. Instead of using true lubricant in the transmission case, they were, in reality, using a genuine grinding compound, which would have been ideal for valve grinding, but was mighty poor for lubrication.

After the writer had made his report to the mill owner the tractor operator was replaced, and a young man who was neither too lazy to change his oil occasionally, nor too good a mechanic to refuse to

be guided by the manufacturer's recommendations, was placed in charge of the tractors. The last advice received from this job show that both machines are working every day and hauling thirty tons per trip—with no more trouble.

HARDWOOD RECORD has "no axes to grind," and, furthermore, has no intention, through this department, of making "alibis," or shielding the manufacturer who puts out a cheaply constructed tractor or truck with the expectation of its "standing up" under the hard usage of the logging camp. But the Editor of this department is glad, and, in fact, very willing to call attention to the injustice being done to manufacturers who do make good logging rigs by mill owners who, either through carelessness or ignorance, allow their machines to be practically ruined, then, in turn, condemn the machine and the company which manufactures it.

(Continued from page 18)

or small group of machines is making a finished product independently of all others, a stoppage of one machine or group will not affect the others. In a single hand mill every piece of lumber from the log passes through all the machines serially, and a stoppage of one machine in the chain will soon shut down the mill. In a saw-mill with two log-cutting saws there will be two streams of lumber, and failure of one machine will generally only affect one side. After the lumber passes the trimmer and reaches remanufacturing and by-product machines, the full advantage of unit driving is gained, for here one machine does not depend on another.

17 With the foregoing conditions in mind, a comparison may be made, first as to plant details and cost, and second as to operating expense.

(Continued in March 25 Issue)

Rate Conference Set for March 15

The proposed conference between representatives of the Southern Hardwood Traffic Association and officials of the principal railroads in the South and Southwest to discuss ways and means of readjusting freight rates on low grade forest products, will be held at the Hotel, Gayoso, Memphis, Tuesday, March 15, unless objection to the time and place is made by the railroad men.

Invitations were sent to the railroad officials this week and it is anticipated that the conference will be held as scheduled.

The movement of low grade forest products is extremely small and officials of the association insist that there will be little forwarding of these so long as freight rates are so high as to greatly restrict the area in which they may be sold. The principal argument the association will use is that the railroads are securing smaller revenues from forest products on the present high rates than they enjoyed on the basis of the rate prevailing before August 26, 1920. What answer the railroads will make remains to be disclosed. In the meantime the association, with its usual thoroughness, is gathering definite and trustworthy information for presentation to the carriers and it will have specific data showing the extent to which the high freight rates are shutting lumbermen in the South and Southwest out of markets in consuming territory where they had always done business up to the time of the 25 to 35 percent increase in lumber tariffs.

(Continued from page 27)

conducted in southern Europe in behalf of various lumber associations and the Department of Commerce. It is about 151 pages in length and was published by the Bureau of Foreign and Domestic Commerce for the benefit of American lumbermen interested in export possibilities. The report describes the kinds of lumber imported, quality, dimensions and sizes, gives standards of measure for purchase and distribution, etc. Merchandising methods, opportunities for increasing American sales, domestic production and its influence on imports, use of lumber and wood-using industries are also subjects which receive special attention.

The report is known as Special Agents' Series No. 201—"Lumber Markets of Spain and Portugal." Copies can be purchased for 35 cents from the Superintendent of Documents, Government Printing Office, Washington, D. C., and from the district and co-operative offices of the Bureau of Foreign and Domestic Commerce located in different cities.

Big Loan Made on Louisiana Hardwoods

Following a loan of \$700,000 made in Early January to a Texas lumber company, Baker, Fentress & Co., investment bankers, have made a loan of \$300,000 to Charles B. Box, which is secured by a deposit with the Continental and Commercial Trust and Savings Bank, Chicago, trustee, of \$603,577.80 of vendor lien notes of the Great Western Land Company, Poplar Bluff, Mo. These vendor lien notes are a first mortgage on 15,545.91 acres of timber land in St. Landry Parish, La., about 42 miles west of Baton Rouge. The cruisers for Baker, Fentress & Co. estimate it to contain upwards of 100,000,000 feet of timber, approximately 37 percent red gum, 25 percent oaks, 18 percent cypress, 11 percent ash, 9 percent pecan and almond; also, that the logging conditions and shipping facilities are exceptionally good and that it is in one of the best located hardwood tracts in the South. St. Landry Parish is crossed by the Southern Pacific, the Texas & Pacific, the New Iberia & Northern and the Gulf Coast Line railroads. This land was purchased by the Great West Land Company from Charles B. Box for \$1,005,963.10, the price being approximately \$61.69 per acre, for the purpose of producing lumber for the Brooklyn Cooperage Company, New York, which is a subsidiary of the American Sugar Refining Company. The Brooklyn Cooperage Company has factories in Boston, New York, Philadelphia and Chalmette (New Orleans) and is reliably reported to own or control 266,000 acres of timber land in New York, Pennsylvania, Arkansas and Missouri. Another loan of \$400,000 made to a lumber company owning a tract of hardwood timberland, approximating 25,000 acres, in Tennessee, will be announced in a few days.

Kelsey Wheel Company is Operating

The Kelsey Wheel Company, North Memphis, resumed operations at its hickory mill and wheel plant Monday morning, Feb. 28, after a shutdown of several months, with about 25 per cent of its employees on the payroll. It plans to gradually increase the number until its entire quota of 1,500 to 1,700 men are at work. A. E. Mahannah, general manager of the company, is authority for the statement that full operation ought to be reached within the next few weeks. He says that the outlook for business is rapidly improving and he does not anticipate that there will be any further stoppage to operations. The automobile body plant of the company at Memphis has not been put to work and it is not expected that this will be done in the near future, according to Mr. Mahannah. This is the largest woodworking industry in Memphis and much pleasure is expressed over the fact that conditions have improved to a point in the automobile industry to justify operations even on the somewhat limited scale on which these are now being conducted.

Resolve Against Severance Tax

The Lumbermen's Club of Memphis at its regular semi-monthly meeting the afternoon of March 5, which was attended by a majority of the Shelby county delegation to the Tennessee legislature, adopted by unanimous vote resolutions opposing passage of the Severance Tax Bill, now pending before the legislature, "as detrimental to the industries and general welfare of the state," and appealing to senators and representatives to vote against the measure. It was set forth in the preamble to these resolutions that taxes in Tennessee are abnormally high already, that business conditions are now such that they will not admit of any increase in taxation and that the Severance tax measure, as proposed, will defeat the very purpose at which it should be aimed, conservation of timber resources.

George C. Ehemann, chairman of the law and insurance committee, said a coal operator had recently declared that the coal business was back to normal, and that ("normal represented that condition in which coal was selling below the cost of production"). He asserted that, on the basis of that definition the lumber business was so intensely normal that lumbermen viewed with apprehension any increase whatever in taxation.

J. H. Hines, president of the club, said he believed he voiced the sentiments of every lumberman present that there would be no objection to a severance tax designed specifically to conserve timber resources and having a nation wide scope, thus preventing lumbermen in a state with such a tax from being handicapped in competitive market against those doing business in states where no such tax existed.

Long-Bell

TRADE-MARKED

OAK

GUM

ASH ELM

POPLAR



For the Manufacturer

The stocks of these woods which we manufacture and carry are especially selected and graded for the use of the manufacturer. Because of the unusual care taken in producing these products we take pride in identifying them with the well known Long-Bell brand.

The Long-Bell Lumber Company

IN A LONG BUILDING Lumbermen since 1875 KANSAS CITY MO

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH
SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER



Editor and Publisher of Trade Journals Dies



The Late J. Newton Nind

J. Newton Nind, president of the Periodical Publishing Company of Grand Rapids, and editor of several journals devoted to the furniture and casket making industries, died at his winter home in St. Petersburg, Fla., Sunday morning, March 6, following a stroke of paralysis. At the time of his death his wife, children and two sisters were at his bedside.

Mr. Nind was a journalist from the age of fifteen, when he started a semi-monthly amateur newspaper for boys, called the North Star. During his early career he held various editorial positions on daily newspaper in cities of the North-

west and later entered the ranks of the trade journalists. Of this craft he became one of the foremost in the country. He was known throughout the country for his knowledge of matters pertaining to furniture. He was a patron of the arts and devoted a great deal of time and money to an effort to have a museum of art established in Grand Rapids. He served in recent years on the Grand Rapids museum commission and took a leading part in the Grand Rapids Art Association. In the year 1908 he was president of the Federation of Trade Associations.

Mr. Nind was born in St. Charles, Ill., March 11, 1854, and his family moved to Winona, Minn., when he was still a boy.

Clubs and Associations

Box Makers Hold Annual in Chicago April 6 to 8

The twenty-second annual convention of the National Association of Box Manufacturers will be held on Wednesday, Thursday and Friday, April 6 to 8, inclusive, in the Florentine room, Congress Hotel, Chicago. W. D. Burr, secretary, expects a large attendance.

Large Attendance Promised at National Wholesaler Association Annual

Plans are progressing rapidly for the twenty-ninth annual meeting of the National Wholesale Lumber Dealers Association to be held at the Drake Hotel, Chicago, Tuesday and Wednesday, March 29 and 30. Secretary W. W. Schupner states that the response from members indicates that the selection of Chicago as the convention city was wise and that reports indicate a representative attendance from all sections of the country. Application has been made for reduced railroad rates and within a few days definite announcements regarding the reduction will be made.

Prominent representatives of all branches of the lumber industry and transportation and financial interests will be present and discuss with the members various phases of lumber problems as viewed not only by the trade itself but from the standpoint of the banker and transportation manager. Matters of direct interest to the trade, including inter-association arbitration, uniform order blanks, cancellation of orders and federal investigation of the lumber industry will be discussed along with other matters as presented by the committees on railroad and transportation and legislation.

The Association, according to Secretary Schupner, has been actively at work on timely matters including the Winslow Bill through which it is expected to have distributed to the lumber industry large sums of money which have been held up owing to the inability of the railroads to obtain their funds due by the government under the guarantee clause of the transportation act. Furthermore, the members have been given an opportunity of expressing themselves on the pending packers and coal bills which, if enacted, may subsequently be of more direct interest to the lumber trade. The executive committee of the association has advised the members of the far reaching effect of these two bills and the desirability of opposing legislation that practically results in the government actually entering into business.

Dining Table Business Is Picking Up

Slight improvement in demand, forecasts of further improvements during the spring months, wage cuts averaging about 20 per cent, continued heavy curtailment of production and cheap lumber, formed the consensus of information filed at the forty-first mass conference of the Central Bureau of Dining Table Manufacturers, as reported by M. Wulpi of Chicago, commissioner of the organization. The meeting was held in Chicago at the Auditorium Hotel, Feb. 25. It was presided over by F. D. Sebaugh, president, and thirty-eight members, representing twenty-nine plants, answered the roll call.

A discussion of present lumber and labor costs led by W. H. Coye, cost expert of the bureau, resulted in the general opinion that it was not safe to figure costs on any reduced labor base, and it was not thought that lumber would go any lower in price, but that any change in its value would be upward. Mr. Coye declared that lumber today is below what it should be, though lumber freight rates are 80 per cent higher than before the general increase granted the carriers. He said that he found No. 1 common red and white oak running about \$55 based on the southern market, in the Chicago district about \$60, a little less in the Ohio district and higher in the East and West. It was the general opinion that it is safe to consider No. 1 common red and white oak at \$60 in estimating costs. One manufacturer reported that lumber is 50 per cent lower.

Reporting on wages, Mr. Coye said that in the south the average wage cut is 25 per cent and some dining table manufacturers may cut more. The manufacturers at Chicago were unable to decide what is a safe estimate at which to place their labor reductions.

The dining table manufacturing situation was finally considered to be in a process of change, the full results of which cannot be noted for about sixty days.

Thirty-eight reports on conditions, which will give a pretty clear idea of the present situation in the dining table industry, were read. They are given below, with the names of the reporting firms omitted:

1. Operating 36-hour week, with 145 men out of 225 normal. Had cut wage 15%. 15-day business on hand. Had good supply of materials. Their costs were high. Improvement with spring.
2. Operating 50 hours since Feb. 1. Closed from Oct. 1. 36 men out of 50 normal. 20% wage cut. No business on hand. 50% of normal material.
3. Forty hours. 623 men about normal. No wage cuts. Our scale not as high as others. Some business. Materials below normal. Our short hours raise our costs.
4. Closed two months. Opened Monday one-third crew. 10 to 20% wage cut. Average stock. Business low. Market downward. Lots of jobs offered. February some better than January and December.
5. Closed Nov. 24. Open next week on forty hours. No wage cuts. Our help low. Under \$1,000 orders. Material normal. Look for pick up.
6. Forty men. 40 hours. No wage cuts. \$5,000 orders. Large supply of materials. Cost increased through reduction of hours and production. Look for slow spring and good fall.
7. Forty hours, two-third crew. No wage cuts. Normal stock. 3 weeks of good business.
8. Forty-four hours on contract work. No table business. 175 men. 10% average wage cut. 2 weeks' business. Materials 125% normal. Look for 50% business this spring. Buying lumber. Feel it will increase. Plenty of labor.
9. Forty-four hours, two-third crew. Wage cut 10% Jan. 1 and 10% Feb. 1. Plenty material. Costs down some. Making no effort for business. West salesman in 61 calls sold \$75. Standing pat on regular line. Making some few new to meet demands. Not after price business. Talking quality. Industry should take a high stand. No good to force goods. Dealers not buying. Orders fair without any cuts.
10. Forty hours. 15 men—120 normal. No wage cuts. One week's business. Clean up daily. Heavy stock. Costs about 5% under last Bulletin. Picking up some. Orders not 10% normal.
11. Forty hours, two-third crew. No wage cut. Stock normal. Slowly improving.
12. Closed since Dec. 15. 14 hands. 20% wage cut. No busi-

ness. Good stock. Clean daily. Costs 50% over 1917. Some improvement.

13. Closed since Christmas. Expect wage cut when start. Clean up one week. Fair material stock. Buying lumber last two weeks.

14. Closed since Dec. 1. Start with 20% wage cut. 10 men. 4—8-hour days. Satisfied with wage. No business. Material normal. Look for 60 days' slack. Costs might get by on present price. Cannot cut.

15. Two-third force half time. Prospects poor. Costs about as before. Reduction in productions absorbs wage 15% cut.

16. Twenty-five percent force 3—9-hour day. 20% wage cut. 10 days' business. Orders slow.

17. Closed Dec. 1. One-third, force 40 hours. 15% wage cut. Heavy material stock. Material costs down, but overhead up.

18. Fifty hours, 40% crew. 20% wage cut. Stock low.

19. Fifty hours, one-fifth crew. 10 to 20% wage cut. 1 week's business. Material cost lower.

20. Closed Nov. 1. 20 men of 140 normal. 10 to 20% wage cut. Last 2 weeks improved. Clean up daily. No lumber. Good stock. Must figure cost on full production.

21. Closed December 20. 10 men. Stock above normal. Expect 10% wage cut when start.

22. Closed Dec. 15. No stock. 7 men of 172 normal. Expect open in 60 days. 20% wage cut. Good material stock. Back in line by July 1. A year's strike demoralized. No money in 1921 business.

23. Closed 7 weeks. One-third force 40 hours. No wage cuts. 10 days' business. Ordinary supply. Looks some better.

24. Closed two weeks in December. 40 men. No wage cut. 2 weeks' business. Materials normal. Costs still up. No price cut justified. Dealers will not buy on cuts. A 10% reduction would lose us money.

25. Closed Oct. 10. Started two weeks ago. 30% crew. 55 hours. 20% wage cut, general in South Bend. 10 days' business. Materials a little over normal.

26. Thirty-six hours. 75% crew. No wage cuts. Clean up daily. \$6,000 orders held up. Materials normal. Stock abnormal. Costs 25% below peak. Outside plants cutting.

27. Opened Jan. 15. Closed now. One-third crew. No wage cuts. Good stock and materials. 3 days' business. Salesman hopeful, but few orders.

28. Forty hours. 60% crew. 10c per hour wage cut. No business. 1 week's orders. Materials good. Overhead high.

29. Closed Dec. 24. One-fourth crew. No wage cut. Must hold fair wage. No business. Materials for 6 months normal. Costs warrant no cuts. Improving slowly. Business 25% normal. Taking no business on special price.

30. One-half time. 200 men. No wage cuts. Shipping as received. 6 months' materials. Costs 18 to 20% below peak. Look for improvement in April.

31. Four—9-hour days. 60 men. No wage cuts. No business. Supplies good. Prospects improving.

32. Thirty-hour week. Half force. 15% wage cut. 1 week's business. Material normal. Lumber 50% off. Improving. Will ship 50% of last year.

33. Since Feb. 21—3-day week. Half force. 15% wage cut. No business. Three months' supply of materials. Little improvement now. Better by April 1.

34. Closed 10 weeks. Orders improving but not warrant operation.

35. No room for radical change. Present prices too low on replacement. Cut prices not move stuff. No buying at any price. Some better feeling now.

36. Forty hands. No wage cut. 2 weeks' business. 3 to 6 months' material. Some items due for reduction.

37. Limited force. 7 men. No wage cut. No business. Some improvement. Some time before in swing.

38. Three-day week. Two-third crew. 5 to 20% wage cut. No business. Full stock. Lumber cheap. Labor high. Opening up slowly. Prices are under production cost.

Living Room Table Operations Below 40 Per-cent of Normal

Living room table manufacturers are operating only 30 to 40 per cent of normal, with 15 to 40 per cent crews and very little business on hand, according to the roll call of members made at the first annual meeting of the Association of Living Room Table

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK 183 (Reg. U. S. Pat. Off.)

ITS FIRST COST IS ITS LAST COST

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, IND.

Manufacturers in Chicago at the Auditorium Hotel, March 3. All the members reported that they were well stocked with materials, but declared their hope in the early future.

The cost committee made an exhaustive report on present elements of costs, pointing out the present excessive overhead and cautioning manufacturers to correctly compute them to avoid getting into financial difficulties.

The first annual report of M. Wulpi, commissioner, showed that from an original enrollment of twenty-two manufacturers, the association had during its first year grown to forty plants with an output of over \$5,700,000 annually. Of the \$7,264.15 raised to finance the first year a balance of \$641 was remaining, after all bills had been paid.

It was resolved to contribute to the National Advertising Fund of The National Furniture Council.

The annual election resulted as follows: President, Roy Waggener, Park Furn. Co., Rushville, Ind.; Vice-president, F. E. Shearman, Jr., Maddox Table Co., Jamestown, N. Y.; Treasurer, L. C. Umphrey (re-elected), Umphrey Mfg. Co., Crawfordsville, Ind.

Executive Committee: The Officers and L. T. Hannahs, of Kenosha, Wis., and R. A. Wilhelm, of Sturgis, Mich.

Delegates to Furniture Council: R. Waggener, Geo. B. Wilson, R. B. Simpson and Commissioner M. Wulpi.

Delegates and Councillor to U. S. Chamber: President Waggener and F. E. Shearman, alternate.

The contract was renewed with The Central Bureau and M. Wulpi re-elected Commissioner.

Date and place for next meeting referred to officers.

Evansville Veneer Co. Resumes Operations

After being closed down for several weeks, the plant of the Evansville Veneer Company at Evansville, Ind., started up on

Feb. 28 and now is being operated steadily. George O. Worland, the manager, hopes to keep the factory in operation. The company's plant at Mobile, Ala., has been closed down for the past seven weeks. Mr. Worland says the veneer business will pick up as the furniture trade increases and he is looking for a fairly active trade during the present year. Mr. Worland says his company does business in practically every state in the union and pointed out the other day that he has customers at Amherst, Nova Scotia, on an island in the Atlantic coast and other customers at the other extreme side of the North American continent or at Victoria, B. C. He is also doing business in Mexico, Canada, Europe and South America and during the past few months has received a number of inquiries from towns and cities in Japan and far-away Australia. There is not a manufacturing concern in the city of Evansville that has a more extended trade area. The business of the Evansville Veneer Company has increased at rapid strides during the past few years under the efficient management of Mr. Worland. The capital stock of the company during the present year will be increased from \$350,000 to \$600,000.

The plant of the Bockstege Furniture Company at Evansville, Ind., which was closed down recently for a few days, has resumed operations, and employment is given to about 160 men who are working on an average of forty hours a week. The plant was shut down for a few days because of the lack of business. Chair, desk and table companies at Evansville are operating their plants at reduced hours but are expecting to run on a longer schedule a little later on.

John A. Thompson, formerly a veneer manufacturer at Edinburg, Ind., who died a few weeks ago in a hospital in Indianapolis, left an estate that is valued at nearly \$1,000,000. His son, Frank B. Thompson, has been appointed as administrator of the estate. There are three heirs to the estate.

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

Service—We are fully equipped to make *anything* anybody may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.



"The Cabinet Wood Superlative"

Walnut Memories and Looking Forward

What pleasant memories a superb modern Hall Clock of American Walnut, for example, will awaken in the minds of those whose earliest associations are centered about American Walnut Furniture! And the cherished pieces of American Walnut which you place in your home today will awaken the same fond memories in the breasts of those of your family into whose proud possession they shall come in later years.

In all the better furniture stores are fine examples of American Walnut furniture, "The Cabinet Wood for the Ages," which you will enjoy buying. Will you make it a point to see them?

*Write for the American Walnut Brochure—édition de luxe—
which is filled with information about this historic wood.*

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
Room 1024, 616 South Michigan Boulevard, Chicago

THE POWERFUL EFFECTS OF THE ADVERTISING

of AMERICAN WALNUT in the best publications in America are being felt increasingly by all branches of the furniture industry. (Do you wonder the public "sits up" and walks in, and says, "AMERICAN WALNUT, please.")

THE BEST FURNITURE HOUSES IN THE COUNTRY

are "checking in" with the demand our advertising is creating. It naturally follows that only those which are well stocked will be able to "cash in" fully on this AMERICAN WALNUT revival.

Utilization of American Walnut

Because of its wide interest to the furniture industry and other divisions of the wood using industry, a further review of the contents of U. S. Forest Service Bulletin No. 909, which makes a most complete study of the utilization of American walnut, will be carried in this issue of Hardwood Record. A number of excerpts from the bulletin were published in the February 25 issue and were read with a great deal of interest. The bulletin was written by Warren D. Brush and is pronounced by George N. Lamb, secretary-manager of the American Walnut Manufacturers Association, the most thorough study of our native walnut yet compiled.

Owing to the steadily increasing popularity of walnut as a cabinet wood, and the corresponding increased demand for walnut lumber and veneers from the furniture industry, the observations which the bulletin makes on the utilization of walnut by this industry are especially pertinent. The bulletin says:

During the past several years there has been a revival in the demand for walnut furniture in this country. This is mainly because of the adoption of lighter finishes and figured effects, which are in contrast with the dark, somber finishes in earlier use, and because of the obtaining of new supplies of the wood. On account of the high price of oak and the relative scarcity of mahogany that resulted from restricted imports during the war, walnut has recently displaced these woods to a large extent for furniture.

There are several reasons for the high value placed upon walnut as a cabinet wood. It has good seasoning properties, will hold its

shape well, and will not deteriorate after it is properly seasoned; it has an attractive appearance, may be polished to a smooth surface, and will take stains and varnishes very well; it may be cut easily with tools, and is thus adapted to carving and veneer making; it may be glued with very satisfactory results; it possesses moderate strength and weight.

To a degree equaled by few other woods walnut possesses all the different qualities that are essential to a first-class cabinet wood. Greater strength would be of advantage, but this would involve greater weight and greater hardness, and the greater hardness would interfere with its being easily worked with tools.

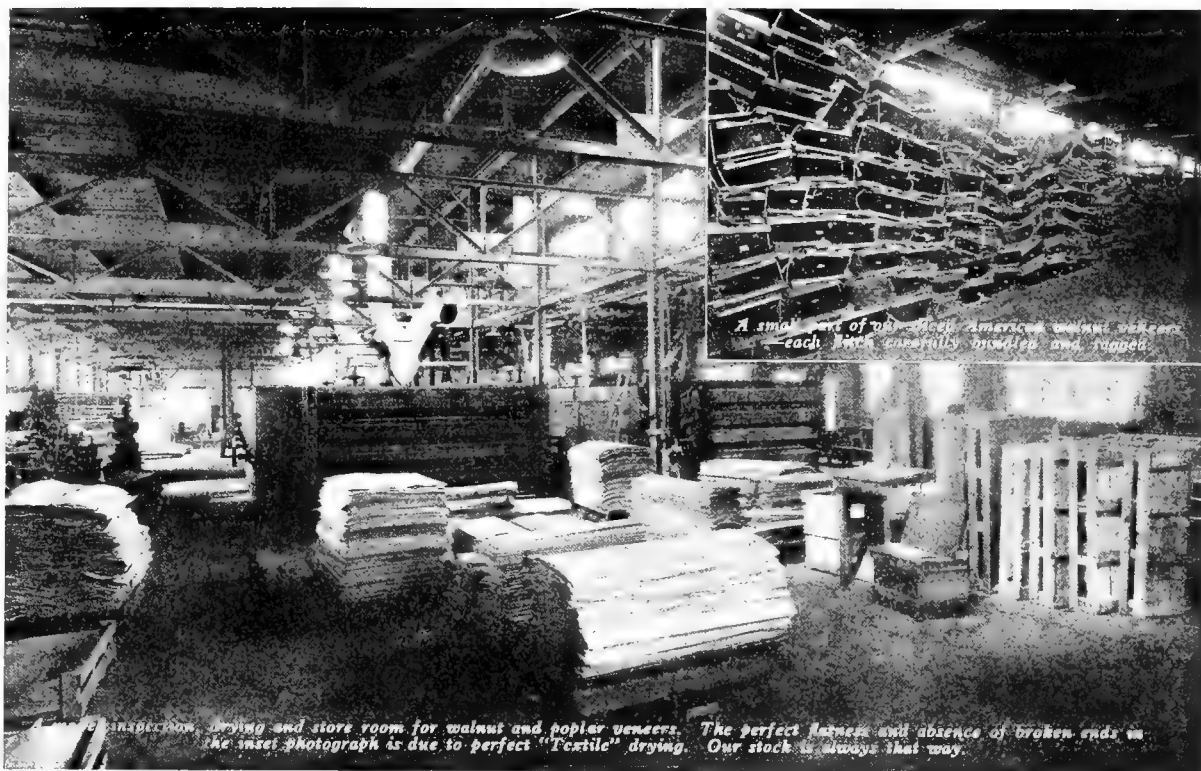
The principal articles of furniture made of walnut are dining-room and bedroom suites. Dining-room tables of walnut are much in demand, because they are very serviceable and do not show to the extent to which some other woods do the hard usage to which such tables are subjected. Bookcases, desks, living-room tables, and many other pieces are commonly made of walnut. Recently, on account of its serviceability, there has been a considerable demand for office furniture of walnut.

There are three general classes of furniture—that made along plain lines and of figured wood; that characterized by elaborate design and made almost altogether of plain wood; and cheaper grades of furniture, simple in form and of plain wood.

The greatest demand now is for walnut furniture of plain lines and finished to show the natural figure of the wood. Much plain walnut furniture is made, but usually some figured wood is employed for the most conspicuous parts. Large-figured effects in walnut are not so popular now as formerly. The highest class of walnut furniture generally has stripe and cross figure, and often some crotch and burl-wood pieces. Some large, heavy walnut furniture of antique design, usually with large carvings, is also made. These pieces are for large rooms of expensively furnished houses, and are generally copied after the early-period designs of walnut furniture.

Dining-room tables of walnut are manufactured in large numbers. They are generally finished in plain wood, because the only

(Continued on page 38)



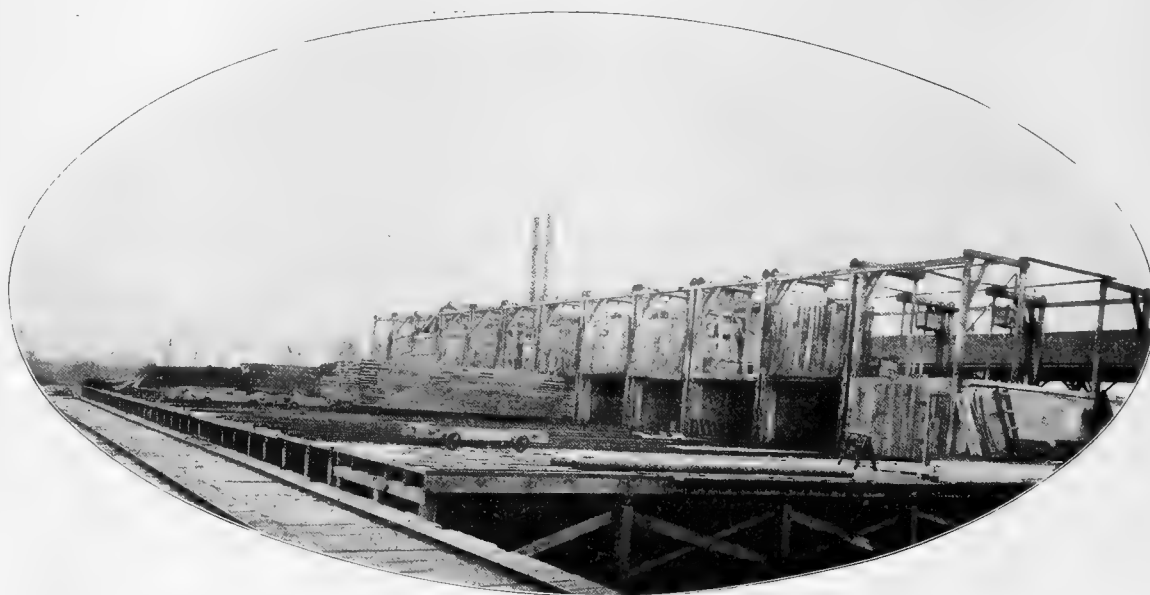
An Always Dependable Product and Service

BECAUSE our organization was built with careful thought to each detail, we are able to back up that statement. Each department was carefully planned and organized to get a definite result—a final product of unsurpassed quality. This involves a rigid selection of logs by trained log buyers operating over a wide territory; the most perfect of equipment, and the correct use of each modern machine. The product is then handled as it should be right up to your factory. Our four band mills and three veneer mills manufacture the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high-grade southern hardwoods.

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845 West Erie St.

Grand Rapids Representative:
HECTOR ROBERTSON
232 Lyon St., N. W.



AMERICAN WALNUT PROPERLY CARED FOR

*OUR MODERN STEAM-
ING KILNS, PICTURED
ABOVE, TYPIFY OUR EFFI-
CIENT MANUFACTURE*

Care in handling has made the name "Purcell" internationally famous wherever walnut is known. Years ago this business was founded on our ability to supply logs and butts to particular buyers. Our manufacturing experience covers a generation. That is why we can ship on guaranteed inspection and can ship promptly—any grade or thickness.

FRANK PURCELL WALNUT LUMBER CO.
MILLS, FACTORY AND OFFICES **KANSAS CITY, KANSAS**

EXPERTNESS

Our Cutters are highly trained in the art of cutting veneers; careful of surface & thickness

"RIGHT VENEERS AT RIGHT PRICES"

WALNUT
BUTTS • OAK
LONG WAL-
NUT • BURLS
MAHOGANY
POPLAR ETC



MILLS, BALTIMORE, MD.

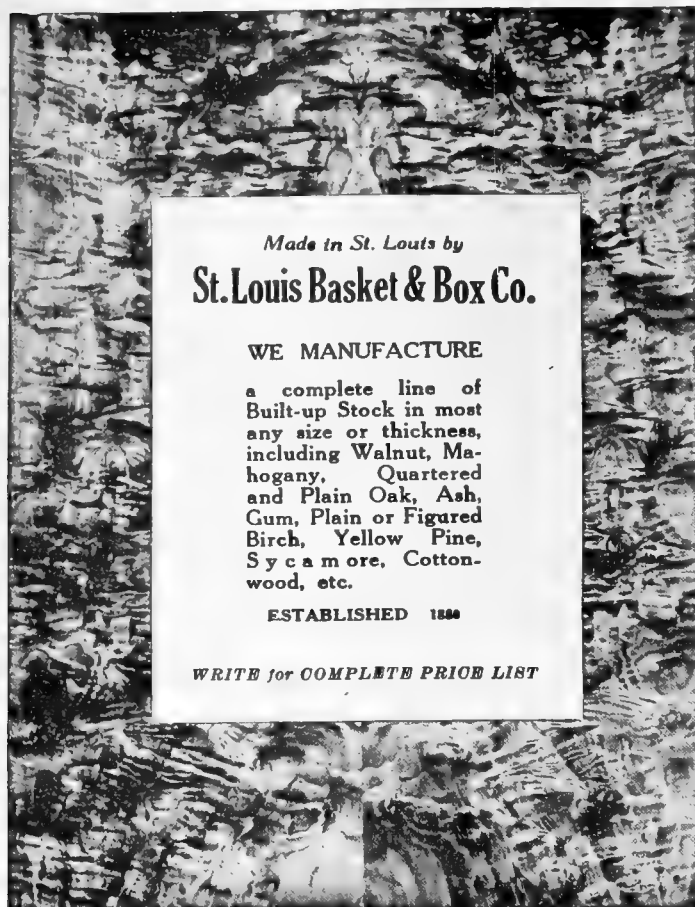
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 Built-up Stock in most
 any size or thickness,
 including Walnut, Ma-
 hogany, Quartered
 and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cotton-
 wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 34)

conspicuous part is the top, and this is often kept covered. Table tops are generally made of three or five plies, with a core of solid wood and one or two sheets of veneer on either side of the core. Occasionally table tops are made with the upper ply of sawed veneer one-sixteenth or one-eighth inch thick. This will stand more wear than the thinner sliced veneer if hard usage is involved. The top may also have a small bent rim of walnut along the edge to cover the core. Table rims are usually made of three or four plies, each about one-fourth inch thick. These may be of walnut or covered over with walnut veneer.

Buffet and serving-table tops are made of three or five plies. They may be plain, but more often they have stripe and cross figure. Doors and drawer fronts of buffets and serving tables are also made of three or five plies and they generally show some figure. Small drawer fronts are often of highly figured crotch or burl. The ends of such pieces are generally of plain wood, except in very expensive stock. Doors in furniture of high grade have a ply of walnut veneer on the back and an edge of walnut.

Plain rotary-cut walnut veneer is used also for drawer sides and bottoms. China closets are usually made of plain wood. The shelves are more often made of some cheaper wood with the front edge of walnut veneer.

In bedroom furniture the same general style of finish is used. Built-up tops may be plain, but more often they have some figure. Drawer fronts and panels are made of three or five plies, and, if they are conspicuously placed, figured effects are often made use of, including stump wood and burl.

Legs, corner posts, and mirror frames are to a very large extent made of solid pieces of other woods, except in the manufacture of the most highly priced furniture. In very expensive pieces such parts as the corner posts are veneered in order to secure the desired figure. In low-priced walnut furniture the ends and other inconspicuous parts are entirely of less expensive woods.

The best panels in common use are made of five plies. The core is of some such wood as oak, quarter-sawed red gum, birch, chestnut, basswood, or yellow poplar. This should be constructed of narrow pieces to prevent warping, and the two plies on either side should be so laid that the grain in the ply next to the core is at right angles to that of the outside ply and that of the core. This method makes a strong panel and minimizes the effects of shrinking and swelling. A small piece of highly figured veneer, usually

stump wood, crotch, or burl, is often placed upon the center of a large panel of plain or striped wood. This is called an "overlay" and is popular at the present time. An "overlay" of walnut burl or crotch is sometimes used on mahogany furniture. It is stained to match the mahogany panel and is regarded as adding much to the attractive appearance of the mahogany. Maple burl is sometimes used as an "overlay" panel with walnut.

Carvings often add greatly to the attractive appearance of the article. The finer, more detailed carvings are usually made separately and afterwards attached to the wood. On account of the high cost of labor wood carving is expensive, and many imitation wood carvings are made. A tendency is now observable, however, toward the use of simple carvings made of genuine wood. These carvings are sometimes made by machinery and at a lower cost than when made by hand.

Natural Color Finishes

Walnut finishes are now more nearly like the natural color of the wood and vary from light to dark brown. A medium light-brown tone that shows a figure of darker streaks is considered especially attractive. Very light and very dark brown finishes are not so pleasing. Walnut shows to better advantage when rubbed to a dull finish than when given a high polish. These dull finishes are popular at the present time.

Probably the largest amount of walnut used for furniture is in the form of veneer, for in a very large part of this furniture the solid (not veneered) parts are of some other wood. All kinds of walnut veneer are used in furniture, the highest grade largely demanding figure, stripe, cross figure (often with rippled and "fiddle-back" effects), figured stump wood, crotch, and burl. A large amount of plain veneer is used. Rotary veneer that is unsuited for outside work is sometimes used for sides and bottoms of drawers and in other places where it is not conspicuous.

Many factories buy much of their walnut cut to the approximate dimensions of the finished pieces. This applies particularly to dimension squares. Common sizes purchased are 2 by 2, 2½ by 2½, and 3 by 3, 18 to 36 inches long, and used largely for corner posts and legs. Some manufacturers consider that the purchase of this stock at, say, \$75 a thousand board feet, means a saving to them in both labor and machinery in comparison with the cost of working it up from lumber. Other manufacturers find that, if they have to dry the stock, and if it is not then perfectly clear and first class in every way, no saving is effected, on account of the waste involved. One of the greatest objections to the purchase of dimension stock for furniture is that there are so many different and special sizes used, it is often not practicable to have them cut at the sawmill. Moreover, styles of furniture change frequently and with resultant changes in the sizes of the different pieces.

Furniture manufacturers are, therefore, purchasing more walnut lumber and cutting it to the desired sizes. No. 1 common is the grade generally found most advantageous. Some factories purchase the firsts and seconds grade also, and others get No. 2 common and better and make all their stock from this combination of grades. The most common thicknesses used are 4/4, 5/4, 6/4, and 8/4.

Furniture factories generally buy steamed walnut lumber in order that the sapwood as well as the heartwood may be used. Some factories make a practice in manufacture of so placing squares and other solid walnut pieces that only the heartwood is exposed to the outside.

The principal waste in furniture manufacture is in the making of panels from the veneer sheets. Panel manufacturers estimate that there is about 50 per cent waste in rotary and stay-log veneer, and 60 per cent in straight sliced. If the veneer sheets are cut at the veneer mill to the approximate size of the panel, or sliced from small clear blocks to the required size, the waste in veneer is much less. In the latter case, it is figured that the waste in veneer ranges between 10 and 20 per cent, with an average of 15 per cent.

Should Buy Dimension Stock

There should be less waste in solid stock if the dimension sizes are purchased than if they are cut from lumber. Waste in dimension material may come from stock that is poor because of a lack of proper or sufficient seasoning or because of improper handling. Scant sizes, as well as knots and other defects, are also the cause of waste in this material; or, loss may result from a change in the size required, after the stock has been purchased. The waste of high-grade dimension stock is, of course, a much more serious matter to the factory than the waste of a like amount of No. 1 common lumber from which it is generally sawed by the furniture makers. The use of lumber instead of dimension stock requires, of course, the shipment of defective material which would have been cut out at the mill; but this is preferable to the waste of dimension stock. The purchase of standard sizes of clear dimension material should be profitable to the furniture manufacturer. The amount of waste in the use of a certain grade of lumber depends on how advantageously the required sizes may be cut out. The greater the

(Continued on page 40)

ESTABLISHED 1867

Reg. U. S.



Pat. off.

INCORPORATED 1904

HOFFMAN BROS. Co.

VENEERS

HARDWOOD LUMBER

INQUIRIES FOR ALL STOCKS SHOULD BE SENT TO THE GENERAL OFFICES AT
800 W. Main St., FORT WAYNE, IND.

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OUR MANUFACTURING FACILITIES

Rotary Cut Veneer, at Burnside, Kentucky

Sawed Veneer, at Fort Wayne, Indiana

Band Sawed Lumber, at Ft. Wayne and Kendallville, Ind.

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STOCKS READY TO SHIP

ROTARY CUT VENEER

1/8"	Gum.....	Sheet Stock	} <i>In carloads or less than car- load shipments</i>
1/8"	Yellow Poplar.....	Sheet Stock	
1/16"	Yellow Poplar.....	Sheet Stock	
1/8"	Yellow Pine.....	Sheet Stock	
1/20"	Red Oak.....	Sheet Stock	
1/8"	Red Oak.....	Sheet Stock	
5/64"	Basswood.....	Battery Stock	

SAWED VENEERS—1/20" Qtd. White Oak

Other thicknesses and woods on order—ample facilities.

BAND SAWED LUMBER

3/8", 1/2", 5/8", 4/4" Qtd. White Oak, Common and Better *dry* and ready to ship.

3/8", 1/2", 5/8", 4/4" American Walnut, Common and Better, *dry* and ready to ship.

*Also Plain Red Oak, Ash, Beech, Hard Maple, Poplar, Elm, and
other Northern Hardwoods*

J. J. NARTZIK

INCORPORATED

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Rotary Cut Veneers and Panels

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Rotary Cut Northern Veneers

Members of
Maple Flooring
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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

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S. S. "CORINTH"

The Mayflower of Mahogany

OCTOBER 17, 1906,
The Mengel Co.
shipped on the S. S.
"CORINTH" the first
complete cargo of ma-
hogany logs ever im-
ported from Africa into
the United States.

THE MENGEL COMPANY

INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

J. J. Nartzik Succumbs to Pneumonia

The veneer industry lost one of its most vigorous and constructive members with the death of J. J. Nartzik, president of J. J. Nartzik, Inc., 1966 Maud avenue, Chicago. Mr. Nartzik died on January 29 at his home in Chicago, 723 Junior terrace, after an illness of bronchial pneumonia, lasting only two weeks.

Mr. Nartzik was born in Hamburg, Germany, in 1880, and started in the veneer business in this country as a jobber in 1906. He

began business on a very small scale, but through extremely hard work, sacrifices and square dealing, gradually built up a large jobbing business. In April, 1917, he took up the manufacture of veneer, acquiring a mill at Deer River, Minn., which was destroyed by fire in June, 1918, and rebuilt at Grand Rapids, Mich., in 1919.

The business having grown to such proportions that he deemed it expedient to incorporate; this took place on October 31, 1919. Later the company purchased a veneer mill at Des Arc, Ark., and both mills are at present in full operation.

H. L. Doty, vice-president, has succeeded Mr. Nartzik as the head of the business, and his long experience and thorough training in the veneer business renders him fully capable of carrying on the business in the same progressive manner that characterized Mr. Nartzik's management.

(Continued from page 38)

number of sizes to be cut, the less the amount of waste should be.

The most common substitute for walnut in furniture manufacture is red gum. It is a general practice to utilize red-gum wood finished in imitation of walnut for corner posts, legs, mirror frames, and, in fact, for practically all but the veneered parts. The reason for this has been that gum was a lower-priced wood than walnut. On account of the recent rapid rise in the price of red gum, however, there is now relatively less difference in cost. The same styles of furniture are generally made in either walnut or mahogany, and the gum may be finished in imitation of either wood. This is obviously a distinct advantage to the furniture manufacturer. Birch also is used in the same way. On account of the difference in the figure or grain, neither of these woods has the same appearance as the walnut, even when it is stained to match the color. Consequently, in making the highest class of walnut furniture, walnut wood is utilized for all outside work. Some factories finish their best pieces with walnut on the edges and backs of doors and on the inside of drawers.

The quarter-sawn plain heartwood of red gum is considered most desirable as a substitute for walnut, because it is not so liable to warp as the plain sawed, and the heartwood is nearer the natural color of walnut. The sapwood is objectionable because of the lighter color, and the figured wood is not so suitable because it does not match so well the appearance of the walnut. Wood with dark streaks is objectionable for their reason.

As a matter of fact, walnut is a suitable wood for the solid pieces in furniture, and there is no advantage other than that of lower cost to be gained by the use of another wood, and the substitution is liable to make the piece less attractive.

Black walnut is sometimes used in the form of veneer to imitate Circassian walnut. Only pieces with unusually dark, distinct streaks running through them are suitable, such wood being sometimes found in the extreme southwestern portion of its range.



The Late J. J. Nartzik

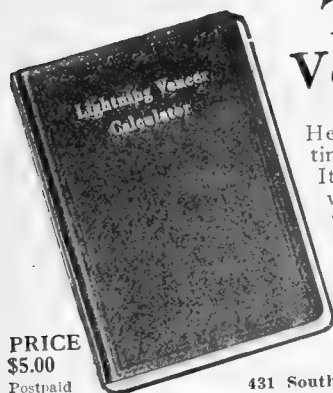
AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



PEKIN, ILL. WHERE IT IS MADE



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

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YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
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Hi-Grade Plywood and Veneer

Best Raw Material + First-Class Workmanship × Up-to-Date Equipment = **QUALITY STOCK**

of which we at all times assure you when placing orders with us. Further—The feature of an immense amount of stock size panels always on hand permits of quick shipments.

PANELS MADE TO YOUR DIMENSIONS

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"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

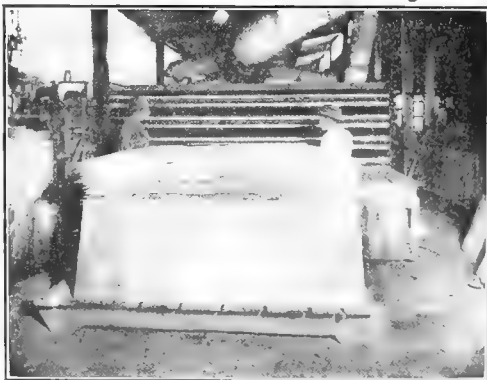
Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



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COE DRYERS

in the plant of Nickey Brothers, Inc., at Memphis, Tenn.

They have tried several methods of Drying Veneer, and say they are best pleased with the Coe Method.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the Machinery for a Veneer Plant

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—**SERVICE**

PICKREL WALNUT COMPANY
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CHICAGO MILL AND LUMBER COMPANY

Adds Battery of Dry Kilns

(Capacity 1,500,000 Feet of Lumber per Month)

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Dimension Plant at Cairo, Ill.

Plant Equipped with Latest Machinery.

Drawer Side Material and Moulder Work.

Dimension Lumber Kiln Dried Means:

1. The elimination of waste.
2. A saving of at least 40% in freight.
3. Lumber delivered at the woodworker's plant ready for immediate use.
4. A quick turnover and minimum investment in lumber.

The benefits to be derived from the use of Chicago Mill Dimension Lumber are cumulative. In the long run it means lower production cost for the finished article.

For particulars and prices address

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**DIMENSION LUMBER
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111 WEST WASHINGTON STREET
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FOR
Furniture
Automobiles
Drawer Sides
Kitchen Cabinets
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Twenty-five years of service to the most exacting users of quality hardwoods enables Paepcke Leicht to help you get your exact requirements in southern hardwoods, no matter what they may be. This experienced service is impartial—its purpose is to help you select the wood best suited for your use—uniform in quality and of the most economical grade which will prove entirely satisfactory for the job.

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Prompt shipment, dry stock—
Uniform quality and inspection
— Band Sawn — End trimmed.
Full and uniform thickness —
Good run of widths and lengths.

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PAEPCKE LEICHT LUMBER COMPANY

EVANSVILLE VENEER COMPANY
offers a service that measures
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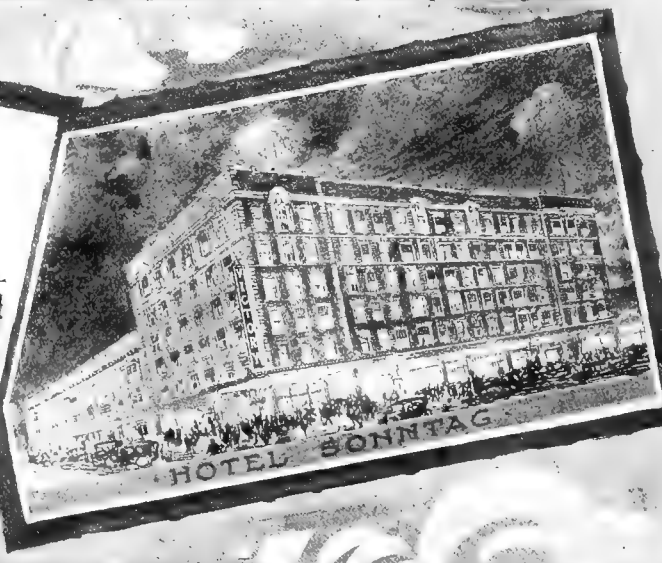
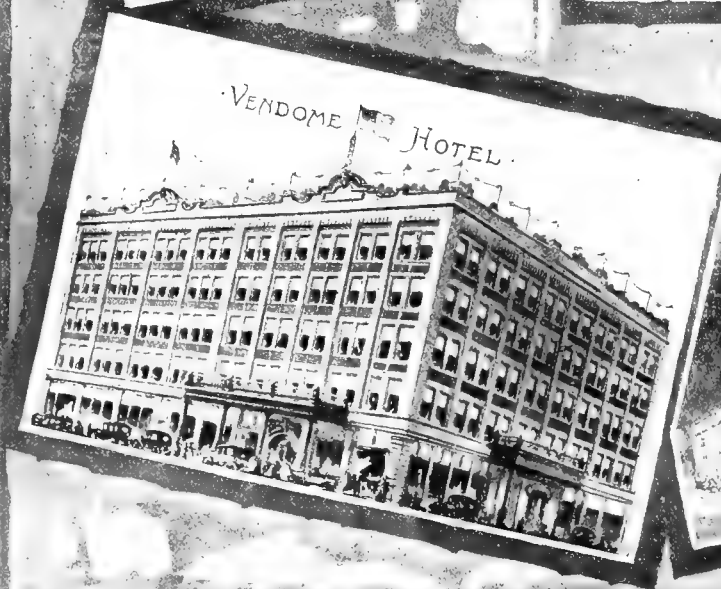
EVANSVILLE VENEER COMPANY
offers a quality that leaves
no regrets.

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prices meet any legitimate
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EVANSVILLE line —
Quartered Oak
Plain Oak
Plain Walnut
Figured Gum
Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.
EVANSVILLE, IND.



HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

WHO is blamable for the ignorance of the public generally in respect to manufacturers' prices of hardwood lumber?

Largely the newspapers, but essentially the manufacturers themselves.

Many newspapers are edited and conducted along the lines of least resistance. It is easier to write an editorial out of the abysmal fund of ignorance, with which unhappily too many editors seem generously supplied, than to write concerning facts which it may require some energy, industry and application to acquire.

These observations are suggested by an editorial a few days ago, in a paper of considerable standing and wide circulation, which commented upon the present "extortionate prices" of lumber being exacted from the public by the producers. It spoke of the

effect of such prices in diminishing the building spirit, etc.

Such conduct of newspapers does more than can be imagined to produce the very effect they deplore—and such papers do these things—let us assume in charity—through ignorance.

The editor of the paper referred to did not know that hardwood manufacturers had been selling their lumber for months at less than cost.

Manufacturers, wholesalers, retailers—everybody interested in lumber, should in their respective communities see to it that the truth is known—such false impressions hurt the industry in its every department.

Business is improving; with everyone taking action to make the truth known, it will improve more rapidly.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

Such pertinent matters will be covered by the convention and the other lumber conferences held in Chicago during the week of the national meeting offer an opportunity for members to meet their shippers, distributors and customers and it is very evident that the meeting in Chicago will be the largest in the history of the association. One of the features of the convention will be the discussion of business conditions by well known lumber authorities competent to handle their subjects from the standpoint of manufacturing, distribution and retailing.

The selection of the Drake Hotel as Association headquarters meets with a hearty response from the members. The location of the hotel on the lake front and its splendid arrangement for conventions is unique. Furthermore, there will be many ladies in attendance and the attractive surroundings for them is most pleasing. The Committee in charge of the convention arrangements consists of J. W. McClure, Pres., Memphis, Tenn., W. H. Schuette, Pittsburgh, Penn., H. W. McDonough, Boston, Mass., Gordon C. Edwards, Ottawa, Ont., and Horace F. Taylor, Buffalo, N. Y. The Chicago committee consists of F. L. Brown, Geo. F. Kerns, Geo. J. Pope, E. H. Burgess and Geo. D. Griffith.

Lumber Congress and Annual Meeting of National Lumber Manufacturers' Association

Speakers will soon be announced for the Third American Lumber Congress and Nineteenth Annual Meeting of the National Lumber Manufacturers' Association, which will be held March 30, 31 and April 1, 1921, at the Congress Hotel, Chicago, in the Gold Room.

The first day's session will be given over to business sessions of the stockholders and Board of Directors of the National Association, including the annual election of officers.

Educational, economic, governmental, merchandising and inspirational features will characterize the program for the three days, addresses of prominent lumbermen and others eminent in industrial and public life largely making up the program on the second and third days of the convention.

A banquet will be held Thursday evening, March 31, in the Gold Room, with music and after-dinner addresses.

Invitations are being sent informally to all lumber associations and to the various branches of the lumber trade. The success of the first two congresses will be duplicated, according to present plans.

National Advertising Campaign Advanced

Plans for the nation-wide campaign to advertise the lumber industry were further advanced at a meeting of the representatives of regional association members of the National Lumber Manufacturers' Association with John H. Kirby, president; Dr. Wilson Compton, secretary, of the

National; Edward Hines, President Keith of the Southern Pine Association, and others, in Chicago, early in the week ending March 5. After much discussion of the methods of conducting the campaign the directing committee, which acts under the auspices of the National Lumber Manufacturers' Association, named a subcommittee to prepare a definite program which will be acceptable to the various regional associations that have voted to participate in the campaign. The subcommittee is as follows:

D. O. Anderson, Marion, S. C., Anderson Lumber Corporation, chairman; O. T. Swan, Oshkosh, Wis., secretary Northern Hemlock & Hardwood Manufacturers' Association; J. E. Rhodes, secretary-manager Southern Pine Association; R. B. Allen, Seattle, Wash., secretary West Coast Lumbermen's Association; George Watson, New Orleans, La., secretary Southern Cypress Manufacturers' Association; and R. E. Saberson, Minneapolis, Minn., Northern Pine Manufacturers' Association.

Several of the regionals have already definitely pledged to subscribe 2 per cent on each thousand feet of lumber produced in 1920 to the advertising fund, while others have voiced their approval without a definite pledge. However, the campaign has the general approval of the regionals and ample support is assured when the campaign is actually ready to get under way. The George L. Dyer (Inc.) Advertising Agency of New York City will handle the publicity under the direction of the subcommittee.

Isherwood Plans Western Tour

H. R. Isherwood, secretary-treasurer of the Concatenated Order of Hoo-Hoo, will leave St. Louis during the last week in March for an extended trip west. These plans, however, are as yet only tentative. Among the cities being considered in his itinerary are Missoula, Mont.; Spokane and Seattle, Wash.; Vancouver, B. C.; Tacoma, Wash.; Portland, Ore.; Boise, Idaho; San Francisco, Fresno, Los Angeles and San Diego, Cal. In the two Washington cities, Seattle and Spokane, arrangements have already been made to hold concatenations. On his way back to St. Louis plans call for visits to Salt Lake City, Utah; Denver and Trinidad, Colo., and Cheyenne, Wyo.

Shipping Containers Made of Straw

It is reported that in parts of Ireland box lumber is so scarce and of so high price, that shippers of glassware, bottles in particular, are making shipping containers of twisted or braided straw. A large Canadian crew of lumbermen recently went to Ireland, taking a modern saw mill with them. A tract of timber was secured and the prospect now is that the market will see some lumber. The Canadians have expressed surprise that so much good timber is to be had in Ireland. They are loud in their praise of the oak found there and predict that it will stimulate the furniture business in that country.

With the Trade

The Equitable Equipment Company

A new concern has just completed its organization for the purpose of handling locomotives, cars, railroad equipment, rails and rail accessories, machinery of all kinds, contractors' equipment, and practically everything in the line of second-hand machinery and equipment.

The new company is taking over the equipment, rail and machinery business of A. Marx & Sons, Southern Scrap Material Company and the Ship Supply Company, and this firm will be under the direct management of Mr. Cleveland, who has been the manager of the New Orleans branch of the General Equipment Company, offices located at 411 Whitney-Central building, New Orleans, La.

Prominent New York Lumberman Dies

Lewis A. Kelsey died at his home in North Tonawanda, N. Y., on Feb. 23, from a paralytic stroke sustained the evening before and not recovering full consciousness after the attack. He was one of the leading hardwood dealers in western New York and had for many years carried most of the hardwood held in the Tonawandas, as that market was always a center for white pine. He was born on a farm in Genesee County, New York, but went into the lumber trade soon after going into business. He was still actively engaged in manufacturing and selling lumber at the time of his death, having only the week before returned from operations on a new tract in the Adirondacks. He seemed at that time to be in excellent health.

Beginning business as a member of the firm of Bovee & Kelsey, he soon established himself under his own name. The Kelsey Lumber Company was ever a name for upright dealing. Nobody in the extensive list of timber and lumber dealers with whom the company dealt could say that any transaction was other than fair and honorable. He was also an extensive producer of oil on the Indian lands of Oklahoma before the present boom was developed, bringing what at first was a very tangled business to complete success. In both branches of his calling he showed unusual capacity, which met with ample return.

Good business man as he was, Mr. Kelsey was even more to be commended as a man and a citizen. He was an elder of the North Presbyterian Church of his home town and was always active in that work. He leaves a wife and four children. C. Everett Kelsey, the oldest son, has long been a member of the lumber company and will continue it. Earl Kelsey is engaged in Y. M. C. A. work in New York, Dean Kelsey and Mrs. Maud Kelsey McClelland are missionaries in China and India. The latter was home on a vacation at the time of her father's death.

New Ritter Superintendent

The W. M. Ritter Lumber Company announces the appointment of S. L. Calfee as superintendent of manufacture to succeed the late Harvey Derne, Sr., who was killed in an automobile accident New Year's morning. Mr. Calfee was formerly connected with the Ritter company, but more recently was with the Pine & Cypress Company of Georgia, which he operated under the name of the Albemarle Lumber Company. He started at once to make an inspection of the various mills of the company.

W. T. Hubbard Dies in Toledo

One of the longest lumber careers in Ohio was closed with the death of William T. Hubbard, president of the lumber company of the same name, in Toledo, O., on Feb. 22. Mr. Hubbard died at the age of 60, and had been in the lumber business from the age of 20. He was born near Toronto, Canada, but had lived in Toledo since the age of two. He began his lumber career with his father, who conducted a lumber concern at Sixteenth and Washington streets 50 years ago. His own company was incorporated for the first time about four months ago under the name of the William T. Hubbard Lumber Company. Mr. Hubbard died following an operation performed over a year ago. Besides his widow he is survived by one son, Hugh W., of Toledo, an infant grandson, William T., Jr., and a sister, Mrs. A. J. Bowell, of Cleveland.

West-Redman Nuptials Celebrated

The marriage of Laurin C. West to Miss Helen Louise Redman, daughter of Mrs. Rose Shettler Hunt, took place in Chicago on March 5. The ceremony occurred at the residence of the bride's aunt in the presence of a few friends and relatives, and was followed by a reception, after which the couple left on the Panama Limited for a honeymoon tour of the South. They planned to visit Memphis and New Orleans and return to Chicago via St. Louis.

The groom is sales manager for the Wisconsin Lumber Company, Chicago, and is widely known in the southern as well as the northern hardwood territory. He is a native of Nashville, Tenn., and his mother, Mrs. Johnson Bascom West is a resident of Nashville.

W. H. Russe Starts for Europe

W. H. Russe, of Russe & Burgess, Inc., left Memphis late the week ending March 5 for New York, where he will sail shortly for Europe. Mr. Russe will be abroad for several months. "I am going to Europe for a social and pleasure trip more than anything else," he said just before leaving Memphis. "I am not going abroad to try to sell lumber, but, of course, if any of my friends over there want to compliment my firm with an order through me I shall not hesitate to accommodate them if prices and other considerations are right."

Worcester Adds Two to Sales Force

The appointment of W. G. Wall of Detroit, Mich., as its representative in southern Michigan, northern Indiana and northwestern Ohio has been announced by the C. H. Worcester Company. Mr. Wall's headquarters will be in Grand Rapids and he will specialize in the hardwood trade, both with woodworkers and retailers. His situation in Grand Rapids will afford to the C. H. Worcester Company's customers in that territory the advantage of promptest possible service. Mr. Wall is thoroughly experienced, having engaged for seven or eight years in the manufacture of northern hardwoods and for the last three years in the selling of lumber in the Detroit territory.

The Worcester company also announces that L. W. Supper has joined its organization and has been assigned to the Chicago and suburban territory.

St. Louis Auto Factories Increase Operations

The automobile factories are assuming a new aspect in St. Louis, Mo. Three hundred and fifty men were taken on in the last 10 days at the Ford plant and officials predict a full force soon.

One hundred men were taken on at the Gardner Motor Company and its officials expect the plant to reach normal soon.

The normal working force of the Ford plant is 500, of whom 400 have been out of work.

The normal force at the Gardner plant is 400 and 350 are now at work. The factory superintendent of the Moon Motor Car Company said departments that have been working six hours a day are now working the full nine hours and more men are to be added.

Webster Colburn, general manager of the Dorris plant, said conditions there are improving and that the shops which had been working 35 hours a week are now back to the normal 50.

Production at the Traffic Motor Truck Company is still at a standstill but the superintendent said he expected a full force to be running within two months.

No men are being taken on at the General Motors, Buick and Chevrolet plants, although a little work is being done.

Two Bad Fires in Buffalo

Buffalo had two bad fires on the evening of March 3. One was in the planing mill of Dohn, Fischer & Beyer, which was destroyed with loss of \$125,000; partly covered by insurance. The fire started from an explosion believed to have been caused by spontaneous combustion of sawdust in the fuel room, which adjoins the boiler house. The mill was an old-time structure, built 48 years ago, and covering about half a block. It contained a large amount of dressed lumber, but the main yard across the street was untouched. Louis A. Fischer, president of the company, states that the plant will be rebuilt at once.

The other fire was in the warehouse of A. Dutch & Company, which manufactures show cases and store fixtures. The loss was \$35,000 and was confined to finished products in the warehouse. About 75,000 feet of hardwood lumber was water soaked.

New Hardwood Wholesale Firm

The Griffith-Zellner Lumber Company is the newest firm to enter the wholesale hardwood field at Memphis. It has already secured yards from Chas. B. Carothers, Inc., and is now doing business. It is specializing in ash. Members of the firm are: George Griffith, formerly with the A. M. Richardson Lumber Company, Helena, Ark., and B. O. Zellner, who has been engaged in the logging business in the Helena territory.

Made Sales Manager

M. A. Hayes, who has been for about twelve years connected in various capacities with the force at the saw mill of the R. E. Wood Lumber Company, hardwood manufacturers, at Fontana, Swain county, North Carolina, has been named as sales manager and has taken up his duties at the offices of the corporation in the Continental Building, Baltimore. He will have the benefit of the advice of H. L. Bowman, the former sales manager, who is now in charge of the export department.

Major Tibbits Opens Chicago Office

L. W. Tibbits, who during the war was a major of artillery and saw service in France, has been made manager of the Chicago branch office of the Chicago Lumber & Coal Company, the headquarters of which are in Memphis. Mr. Tibbits arrived in Chicago March 1 and opened the office at 1120 Lumber Exchange Building, 11 South La Salle street. Major Tibbits will personally handle the hardwood selling efforts of the Chicago office and an assistant will handle the pine department. Major Tibbits is a thoroughly experienced hardwood man, both in the production and selling ends of the business. He was put in charge of hardwood mill contracts by the Chicago Lumber & Coal Company when it opened a hardwood department in Memphis two years ago. From that time until he moved to Chicago, Major Tibbits has been in charge of the buying and contracts with seventeen hardwood mills in five southern states. He is taking hold of things in Chicago with his accustomed vigor and efficiency.

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

**Nationally Known for
Satisfactory Service**

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

Back From the South

M. S. Baer, of the hardwood firm of Richard P. Baer & Company, the tower of the Maryland Casualty Building, Baltimore, is back from a trip to saw mills operated by corporations which the firm controls at Mobile, Ala., and Bogalusa, La. The Bogalusa plant has been running steadily, though at reduced capacity, while the mill at Mobile is still closed, pending a readjustment of operating and other costs.

Awarded Over \$200,000 Damages

The suit of John M. W. McCullough, of Friendsville, Garrett county, Maryland, a widely known lumber operator, against Harry E. Clark, which was tried in the Circuit Court of Upshur county, West Virginia, in the fall of 1919, resulted in a verdict in McCullough's favor for not less than \$203,907.28. It was taken to the Court of Appeals by Clark, and that tribunal has just confirmed the award of the lower court. This is said to be the largest verdict for damages ever given in a West Virginia court.

Huge Lumber Deal Closed

A deal has been closed by the Conasauga River Lumber Company, a new Delaware corporation, of which John Byrns of Cincinnati is President, for 150,000,000 feet of timber, located along the State line of Tennessee and Georgia. Included in the deal, which involves approximately \$1,000,000, is the sawmill town of Conasauga, Tenn., a band mill and fifteen miles of standard-gauge railroad. The Conasauga River Lumber Company which is composed of Ohio, Kentucky and Michigan lumbermen made the deal with the Tennaga Lumber Company, Detroit, Mich. The town of Conasauga which was built five years ago is located in Polk County, eighty miles South of Knoxville, Tenn., on the Louisville and Nashville Railroad. Mr. Byrns, who also is President of the Cumberland Calley Lumber Company, Cincinnati, said the new company may open an office here.

Hardwood News Notes

MISCELLANEOUS

The following is a list of newly incorporated firms: C. M. Dunn Manufacturing Company, Mobile, Ala.; Bishop-Johnson Lumber Company, Texarkana, Ark.; William Dukes Lumber Company, Birmingham, Ala.; Acme Sash & Door Company, Chicago; Acme Body Works, Appleton, Wis.; H. E. Nixon Lumber Company, Huntington, W. Va.; Botkins Lumber Company, Botkins, O.

The Merrill Woodware Company of Merrill, Wis., has increased its capital stock to \$150,000.

The W. A. Collins & Son Mfg. Company, makers of ironing boards, now located at Waukegan, Ill., will move their plant to Kenosha, Wis.

The Empire Chair Factory has been burned out at Johnson City, Tenn., with a loss of \$75,000.

The Penrod Walnut & Veneer Company plant at Johnson City, Tenn., has been badly damaged by fire.

The Houston Trunk Factory, Houston, Texas, has increased its capital stock from \$20,000 to \$40,000.

The Lampert Lumber Company of St. Paul, Minn., has increased its capital stock from \$2,000,000 to \$2,500,000.

The W. J. Durham Lumber Company of Neenah, Wis., has increased its capital stock from \$25,000 to \$100,000.

CHICAGO

Another stumbling block has been placed in the way of revival of building operations in Chicago by the union carpenters, who have rejected the offer of a 20 per cent cut in wages made by the Associated Builders. The builders propose to cut the pay of skilled building workers, May 1, 25 cents an hour, which means a reduction from \$1.25 to \$1 an hour. They also propose to reduce the wage of common labor from \$1 to 70 cents an hour.

At present the building industry in Chicago is virtually dead, with about 45,000 building craftsmen and laborers out of employment, or working for lower wages in other industries. The builders had hoped that the workers would make some sort of proposal for lower labor costs in order to stimulate building and when they failed to do so made their own proposition with the belief that the workers would be wise enough to accept it. Discussing the proposals, William Sehlake, general manager of the Associated Builders, pointed out that the "cost of building is practically all labor," that building material costs continue high because of high labor costs and that there can be no hope of getting costs down to where building will be stimulated unless wages are cut. In reply the unions argue that a reduction of labor from \$1.25 to \$1 an hour would only take 3 per cent off the cost of building and demand that building supplies and interest be liquidated before starting on labor.

In the meantime the Expert Builders' Association has petitioned Mayor Thompson to appoint a committee of seven to investigate the costs of all commodities entering into building, including labor, and determine "fair prices." It is proposed that this committee be made up of two repre-

sentatives of labor, one of materials, one contractor, two alderman and the building commissioner.

S. F. D. Meffley the newly appointed secretary of the Lumbermen's Association of Chicago, is working strenuously to broaden the scope of the association's activities and increase the service to its members. He is planning a membership campaign by which he hopes to add at least 500 new members to the organization. He also plans to establish several new bureaus, including publicity, traffic and industrial departments. For this purpose he has already secured pledges of \$30,000 from the members in addition to their regular membership dues.

The association also has under way its plans for participation in the "Own Your Home" exposition, which will be held in Chicago, March 26 to April 2. The association's exhibit will be a two-story house, which it will cost \$4,000 to build. The dwelling will have a front elevation complete and a depth of 20 feet, something like a setting for a moving picture scene, but complete enough and fine enough to show how the real dwelling would appear. The following divisions of the lumber industry will participate in the exposition: Northern hemlock, Southern pine, oak flooring, maple flooring, West Coast forest products, California white and sugar pine.

Chas. G. Labbe, president of the General Hardwood Lumber Company, is making a trip through the Indiana consuming territory where he expects to do a good business because of the improvement in conditions.

BUFFALO

The meetings of the Buffalo Lumber Exchange, which are now being held in the Old Colony rooms of the Iroquois hotel, are being largely attended and more interest than usual is present because of the feature of having outside speakers in attendance. The annual election of the exchange will be held at the next meeting.

James E. Wall and Peter McNeil left a few days ago to spend a two weeks' vacation at Mount Clemens.

The plant of the Buffalo Body Corporation, located at Seneca street and Fillmore avenue, is being offered for sale, the company having discontinued the manufacture of automobile bodies. The building, which was formerly occupied by the American Seating Company, is favorably located, with a railroad siding, and the floor space is ample for manufacturing purposes, one important feature being a dry kiln.

The Buffalo Lumber Dealers' Association has placed on exhibition a cabinet of about seventy-five beautifully polished specimens of hardwood in the space taken on the builders' floor of the Associated Service building, but so far it has not done anything more. The plan is to fill the space up with something attractive to lumbermen, and perhaps keep some one in attendance to look after visitors, but such ventures always come slowly.

CLEVELAND

Plan for interesting the general public and building factors in additional lumber purchases this spring, and one which is expected to have the support of hardwood interests, is being considered by the Cleveland Board of Lumber Dealers. A business boosting campaign is considered. It is expected that the markedly lower prices for all lumber, as compared with lumber prices of a year ago, is going to have a significant influence upon purchases this spring. All lumber entering into the average six room, 22 by 28 foot dwelling, according to a recent cost survey here, is approximately half of what it was in March, 1920.

Under the leadership of several prominent members of the trade a new wholesale firm is being established here. It will be known as the Ohio State Lumber Company, conducting a general business and specializing in Coast products. One of the chief organizers is John Hoffman, formerly with the Central Lumber Company, and who will be general manager of the new concern. George S. Gynn, of the Wilson Avenue Lumber Company; E. E. Huy and J. A. Melcher, of the Cleveland City Lumber Company, are among others interested in the project.

Among the favorable influences for additional house building this spring, as viewed by hardwood manufacturers and distributors, is the announcement of the Cleveland Housing Corporation that it will build houses for all individual lot owners this year, instead of confining its operations to employees who are connected with manufacturing establishments which are stockholders in the housing corporation, as was the arrangement last year. Both building and financing will be undertaken by the corporation, according to Bainbridge Cowell, director of the company. Directors of this concern believe that the drop in material prices will have a satisfactory influence upon the prospective home builder this year.

PITTSBURGH

F. W. Crider, aged 76, the richest man in Bellefonte, Pa., died at his home in this city Feb. 11. He made his money as the head of the big lumber firm of P. B. Crider & Son.

The Baird & Rees Lumber Company is a new wholesale and retail concern in Pittsburgh with the following incorporators: C. T. Baird, A. L. Rees and James Rees.

Harry T. Lincoln secretary of the old firm of Bemis & Vosburgh of this city, has finished one nice hardwood operation near Kingwood, W. Va., and his company has recently bought another lot of timber there, which will be cut off this summer.

Mayor E. V. Babcock of the Babcock Lumber Company and D. L.

Gillespie of D. L. Gillespie & Company, attended the inauguration of President Harding.

J. A. Cheyne, president of the Pennsylvania Sash & Door Company, represented the Pittsburgh Chamber of Commerce in Chicago at the convention of the National Federation of Construction Industries.

The Sattler-Hamilton Lumber Company reports that now and then a very nice railroad inquiry is going around. One of these for a lot of 500,000 railroad ties was closed up last month at a good price.

The Joseph W. Cottrell Lumber company reports business in general bad and believes that wages have got to come down before the demand increases.

The Pittsburgh Chamber of Commerce has launched a big movement to build 2,000 houses in Pittsburgh this year and is securing the financial backing of the local trust companies to make this campaign a go. More than 6,000 vacant lots have been offered the Chamber at very reasonable prices as building sites.

J. N. Woollett of the Aberdeen Lumber Company spent two weeks lately among the mills of the southwest.

The Acorn Lumber Company sees some signs of daylight in the hardwood situation and believes that inquiry will increase considerably later in the month.

BALTIMORE

Measured by the activity in building, the lumber trade here is getting back to its former condition in at least some of its aspects. Permits calling for new construction, additions and alterations that involve an estimated cost of not less than \$4,086,640 were issued by the building inspector here last month, which is taken to mean that the requirements of the builders in the way of lumber of all kinds will be correspondingly large. It is noted in this connection that the total for January was only \$1,737,240, and for February, of last year, not more than \$3,233,880. That month was a banner period, so that last month may well be considered as showing up most favorably. The exhibit, however, seems more encouraging than it really is. As a matter of fact, it must be deemed exceptional in that the larger proportion of the total is contributed by two operations, one of them an office building being erected for the Standard Oil Company and the other a \$500,000 school for the city. Such a conjunction of circumstances does not always occur. On the other hand, there were not less than 74 garages, 92 two-story brick dwellings and 39 two-story frame dwellings among the structures authorized last month, which suggests that a revival in house building is at hand; and this cannot fail to stimulate the demand for lumber very largely.

From Berryville, Va., comes the report that the Berryville Basket Company, Inc., has begun the erection of four buildings there near the Norfolk and Western railroad for the manufacture of all kinds of fruit baskets and other wooden containers, including barrels. Large quantities of hardwood will be used. Harry C. Warden is president of the company. E. G. Coiner the treasurer, H. H. Burks the secretary and P. J. Keymel the manager. The intention is to begin operations about April 1, with an initial capacity of 3,600 containers a day.

The statement in the annual report of State Forester F. W. Besley, of Maryland, that forest fires last year caused a damage of about \$85,000 and burned over some 30,000 acres of land, and that a large proportion of these fires were due to locomotives, caused Governor Ritchie to call a conference between officials of the railroads and the Forestry Board with a view to adopting preventive measures. It was decided that the railroads should establish and maintain a "fire strip" 100 feet wide along the lines of track, permission being solicited from the owners of the land, and that the cost of this arrangement should be borne by the railroads.

COLUMBUS

G. W. Foster, who has been connected with the Sanford-Bodge Lumber Company for a number of years, has withdrawn and organized the Foster Lumber Company, to do a general jobbing business. He has opened offices in the Gasco building. Mr. Foster was formerly with the Gates Lumber Company of Wilmar, Ark.

The Andrew Lumber Company, organized a month ago by J. M. Andrew, formerly manager of the lumber department of the Central West Coal & Lumber Company, has opened offices in the newly constructed James building. The concern will do a wholesale business in hardwoods and southern pine.

Walter Morgan, formerly in charge of the Huntington, W. Va., office of the Central West Coal & Lumber Company, has been made sales manager of the lumber department with headquarters in Columbus. E. H. Hammond, manager of the railway sales department, will assist in the sales department.

S. H. Ackles of the Alton Lumber Company of Buckhannon, W. Va., was a recent business visitor in Columbus.

G. D. Baker & Company, who recently opened a retail yard at Washington Court House, O., has sold out to the Washington Lumber Company.

A report of the Columbus building department for the month of February shows that building operations are holding up fairly well under the circumstances. During the month a total of 254 permits were granted for projects to cost \$417,500, as compared with 103 permits and a valuation of \$494,605 in February of last year. For the first two months of the year the department issued 396 permits, having a valuation of \$872,245.



HIGH HUMIDITY DRY KILNS

—are today drying LAST BLOCKS green from the saw at the following plants:

CANADA LAST Co.	Preston, Ont. (1)
ANGLO CANADIAN LBR. Co.	St. Johns, Que. (1)
MAWHINNEY LAST Co.	Brockton, Mass. (1)
AUBURN LAST Co.	Framingham, Mass. (4) <small>repeat order</small>
BOSTON LAST Co.	Richmond, Que. (2)
C. H. A. STAFFORD	Morrisville, Vt. (3)
MAPLEWOOD LAST WORKS	Malden, Mass. (2)
O. C. MILLER TREEING Co.	Brockton, Mass. (6)
WILLIAMSTOWN Co.	Williamstown, Vt. (3) <small>repeat order</small>
AMERICAN SHOE FINDINGS Co.	Bingham, Me. (10)
F. W. STEWART	Beverly, Mass. (4)
BRATTLEBORO LBR. Co.	Brattleboro, Vt. (4)

Your drying problems are easy compared to these solid 5" blocks of New England Hard Maple.

Why not consult the most up-to-date dry kiln engineers and let us solve your drying problems?

"THE KILN WITH THE CIRCULATION YOU CAN UNDERSTAND"

B. F. STURTEVANT CO.

HYDE PARK

BOSTON, MASS.

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y., Philadelphia, Pa., Rochester, N. Y., Seattle, Wash., San Francisco, Cal.

as compared with 204 permits and a valuation of \$1,449,580 in the corresponding period last year. Permits were issued for the construction of 52 dwellings during the month. A number of dwellings in the suburbs which do not come within the jurisdiction of the building department were started.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company of Columbus, reports a better tone to the hardwood trade in Ohio, as well as other states. The company started its mill March 1 on about a 40 per cent basis. Mr. Pryor reports an increasing scarcity in the higher grades of oak and poplar. Prices still show a rather wide spread, although not so many low quotations are heard. The market appears to be on the upward grade.

E. M. Stark of the American Column & Lumber Company has returned from a business trip to Chicago and Cleveland, where he went to look over the situation. He reports a better tone and more optimism has developed in all quarters. The company's mills at Stark, W. Va., are in operation on part capacity and the output is being increased.

CINCINNATI

The Harry F. Hendy & Company, with offices in the Provident Bank Building and one of the oldest establishments in this city dealing in southern hardwoods, has taken over the exclusive sales agency for the Jack Tarwater Company, Rockwood, Tenn. The Cincinnati concern will handle all sales for the Tarwater Company.

F. J. Norcross and T. Sunderland president and secretary respectively of the Appalachian Logging Congress completed arrangements for the annual convention of the association at the Sinton Hotel next month, while in this city on Feb. 27, in a conference with Thomas Quinlan, Manager of the Convention Department of the Chamber of Commerce.

The Board of Directors of the National Carriage Makers' Association by a unanimous vote gave the 1921 convention to Cincinnati. The convention will be held at the Sinton Hotel in September. George Huston of the local club was named chairman of the entertainment committee.

Mrs. Cordelia Fliin, 78 years old, mother of Walter H. Fliin, of the Thoman-Fliin Lumber Company, died at the home of her daughter at 306 Sixth avenue, Dayton, Ky., on February 25.

The Fay & Egan Company, manufacturers of wood working machinery has paid the last back dividend of 1½ per cent and the regular quarterly dividend 1¼ per cent on the cumulative preferred stock of the company and the regular quarterly 1½ per cent on common stock. Accompanying the dividend checks was a statement showing gross earning of \$2,361,918.08 and net after all deductions \$245,633.55 for the fiscal year.

WHEELING

A gradual reduction of both freight and passenger railroad rates is demanded by present day business conditions, according to a letter written by Thomas F. Welsh, a leading lumber manufacturer of Grafton, W. Va., to U. S. Senator David Elkins of West Virginia. Interior railroad rates as well as Shipping Board rates must be reduced, Mr. Welsh declared, "if the country's normal business is to be put on a normal basis and conditions of trade established so as to hold our foreign export business and cultivate new markets abroad for our surplus goods....What ever has transpired during the war in the way of profiteering, it is evident that this has largely disappeared. Manufacturers today are ready and willing to undertake to manufacture their goods at such a reduction as to give their purchasers delivered prices in the face of the transportation system, both inland and ocean, as stands at the present day."

Bluefield, W. Va., newspapers announce the revival of discussion of large railroad projects to serve large tracts of virgin coal and timber lands in eastern Kentucky and southwestern Virginia. According to reports some assurance of immediate maturity of plans and construction is given. A new railroad 150 miles long to cost \$25,000,000 will be constructed from Pineville, Ky., to Williamson, where it will connect with the Norfolk and Western railroad. A twenty-five mile branch line will be constructed from Lynch, Ky., to the Virginia border. This will travel along the Cumberland river and traverse an important undeveloped coal and timber field. It is proposed to tunnel Big Black Mountain from Stonega, Va., tapping the Cumberland river field. This extension would be about five miles long and is considered by the Interstate Railroad. One coal corporation is said to recently have paid \$17,000 cash for a lease, stipulating that the railroad will be constructed immediately.

Creation of the office of commissioner of forestry is provided for in a bill which has been introduced in the West Virginia legislature by Senator Harvey W. Harner of Clarksburg, W. Va., and Delegate G. W. Biser of Berkeley Springs. It has been referred to the committee on immigration and agriculture in the senate and to the committee on forestry and conservation in the house.

The commissioner of forestry, under the terms of the bill, would be ex-officio state game and fish warden, and he would be appointed and serve during the pleasure of the governor. His salary would be \$3,000 a year. He would be authorized to employ an office deputy at an annual salary of \$1,500; one field deputy for \$1,500 and one stenographer at \$900 a year.

The Bath Hardwood Lumber Company of Wilmington, Del., filed suit in chancery in the United States district court at Huntington, W. Va., on Feb. 10 against J. A. Viquesney of Belington and J. C. Myers and

J. C. Meyers Lumber Company of White Sulphur. The suit involves sum aggregating nearly \$200,000 and the plaintiff asks that the profits from the sale of 18,210 acres of timber land in Pocahontas and Greenbrier counties be ascertained and that one-half of the profits be awarded the plaintiffs.

According to a statement appeared in the Richmond, W. Va., press the Fayette country lumber camps have been struck a hard blow by the depressed lumber market. The Babcock Lumber Company has laid off all employees except married men. The employees were paid in full and no assurance was given of an early resumption of work.

The Elk Lumber Company has been incorporated at Sutton, W. Va., with a capital stock of \$25,000. The incorporators are R. M. Johnson, F. H. Barmott, A. L. Morrison and J. W. Johnson.

The Kanawaha Hardwood Company has been incorporated at Charleston, W. Va., with a capital stock of \$25,000. The incorporators are W. D. Payne, W. F. Hooper, B. Minor, Jr., and C. P. Miller. From W. J. McGoogan, Post Despatch, St. Louis, Mo.

INDIANAPOLIS

Reginald Foster, 49 years old, was sentenced recently for five years in Federal prison at Atlanta by Judge Anderson in Federal Court here, charged with stealing, passing and altering a Liberty Bond stolen from a lumber company at Logansport, Ind. Foster was arrested after he had been released on bond and was caught after having broken into a safe of the Cicero Lumber Company at Cicero, Ind.

Harry Sheller, manager of the Sheller Wood Rim Manufacturing Company at Portland, Ind., has announced that his company has received sufficient orders to warrant its reopening the plant at maximum production.

A bill introduced in the Indiana General Assembly to foster more forest lands passed the House of Representatives recently. The bill was drawn up by the State Conservation Department by Chas. A. Deam, state forester. It provides that a tax of only \$1 an acre be levied on virgin forest lands and on lands planted in forest and devoted exclusively to the cultivation of forest trees.

The Brannum-Keene Lumber Company of Indianapolis, Ind., has increased its capital stock from \$25,000 to \$250,000.

The monthly report of the building inspector shows a considerable decline in the number of building permits issued during February and the valuation of the permits. The total of 512 permits was issued with a valuation of \$617,834. This is only about one-half of the permits in valuation of February, 1920.

The Ben Davis Lumber Company, of Indianapolis, Ind., has increased its capital stock from \$13,500 to \$25,000.

The Indiana Lumber Company of Kokomo, Ind., has filed a preliminary decree of dissolution.

Announcement has been made of the organization of the Dix Lumber Company, Terre Haute, Ind., with a capital stock of \$300,000. The directors are P. B. Dix, H. L. Dix, A. E. Hazelrigg, Christ DuBois and R. J. Self.

Alfred P. Conklin, wholesale lumber dealer, 2029 North Meridian street, was robbed Feb. 18 of \$70 when he found a burglar ransacking his house, when he returned home with his wife and daughter. Mr. Conklin was met at the head of the stairs on the second floor and ordered by the burglar to hand over his money and then ordered in an adjoining room and was told to lock the door, which Mr. Conklin did. In the meantime, Mrs. Conklin and her daughter had heard the commotion and had gone to a neighbor's home to call for the police, but the burglar had disappeared before the emergency squad arrived. Nothing was missing from the house but a package of cigarettes.

EVANSVILLE

John R. Muenstermann, 73 years old, who for thirty-eight years was connected with the Helfrich Lumber and Manufacturing Company here, died at his home a few days ago after a brief illness. He was born at Eagle Harbor, Mich., and came here when a young man. He was well known to the lumber trade in southern Indiana, southern Illinois and western and northern Kentucky and is survived by his wife, three sons and two daughters.

The Hurst Airplane Company of this city has moved to Henderson, Ky., a few miles south of Evansville, because of certain inducements offered the company by the Chamber of Commerce of that city. The headquarters of the company also will be moved to Henderson from Terre Haute, Ind.

Oscar A. Bryan, connected with the Allen Wilkinson Lumber Company at Petersburg, Ind., and Miss Laura Jane Sowell, of Cerulan, Ky., were united in marriage a few days ago at Petersburg and will reside at that place.

A few days ago a raft of logs valued at nearly \$5,000 left New Harmony, Ind., on the Wabash river for a lumber firm at Caruthersville, Mo. The raft broke to pieces when a short distance below Mt. Vernon, Ind., but the logs were assembled again and a towboat was secured to take the logs down the Ohio river and into the Mississippi. While going under the bridge at Cairo, Ill., the raft struck a pier and went to pieces and most of the logs were lost.

Daniel Wertz, head of the Maley & Wertz Lumber Company here has been boosted by many of his friends for the democratic nomination for

mayor, but Mr. Wertz says he does not want the honor. Mr. Wertz is a member of the Evansville school board and formerly served in the city council.

MEMPHIS

The Anderson-Tully Company reports considerable improvement in demand for standard box shooks, both sawn and veneered, and indicates that buyers are placing orders with rather greater freedom and in somewhat larger volume during the past two or three weeks. In the light of its own experience it draws the conclusion that manufacturers of soap, of crackers and of various other commodities requiring such containers are doing a better business and that general conditions are showing wholesome improvement. This company is now receiving enough orders to keep its plants engaged some days ahead and is no longer dependent on its daily mail. It is doing an exceptionally heavy business in egg cases and is operating its box factory at both Memphis and Vicksburg, Miss. Outside of commercial rotary veneers consumed in the manufacture of egg cases and some other containers it is finding the movement very slow and is not operating its veneer mill at Madison, Ark. Its plant for the manufacture of panel or built-up stock is out of commission, too, owing to comparative inactivity on the part of furniture manufacturers.

The Memphis Hardwood Flooring Company states that it has received a larger demand for its products during the past month than at any time since last November. Owing to the increasing demand it is planning to resume operations on a 50 per cent basis in the near future, probably before the end of the current month.

The Allen-Eaton Panel Company, which closed down last fall and resumed operations several weeks ago on the strength of orders in hand, will close down March 5 and reopen in about two weeks, according to C. B. Allen, president and general manager. This firm is engaged in the manufacture of panels and other built-up stock.

The Green River Lumber Company, which recently resumed operations in order to take care of logs on the yard, will complete converting these into lumber within the next two weeks and will then close down for the remainder of the year, according to S. M. Nickey, president. The latter says he plans to go hunting and fishing and that he is going to get away from the worries and cares of business for a while in the belief that this course will contribute more to his own happiness and pleasure than any other he can foresee at the present time.

James E. Stark, of James E. Stark & Co., reports that his firm has about 3,500,000 feet of timber that must be converted into lumber in the immediate future at its mills at Memphis and Dyersburg, Tenn., and that it has about 2,000,000 feet of timber that must be worked during 1921. He is positive in the statement, however, that when the foregoing timber has been taken care of his firm will cut no more lumber during the current year.

George C. Brown & Co., who have been closed down for a number of months at Proctor, Ark., will not resume operations at their big mill at that point before Sept. 1, according to H. B. Weiss, secretary. "This means," he says, "that we will not produce any lumber of importance that will be available for consuming plants during 1921 for the reason that, if we open Sept. 1, it will be 60 to 90 days before the lumber we cut will be available for use."

H. J. Helmers, of the Helmers Manufacturing Company, Kansas City, Mo., has been among the furniture buyers placing orders in this market during the past few days. He believes the market low enough to justify buying and he is one of the furniture manufacturers who has the courage of his convictions.

J. L. Metz, J. L. Metz Furniture Company, Chicago; H. P. Roberts, Mengel Box Company, Louisville, Ky.; C. H. Weedon, Richey-Halsted-Quick Company, Cincinnati and Detroit, and L. Blank, Batesville, Ind., buyer for Hildebrand Company and other furniture manufacturing firms in that territory, are among the more prominent buyers who have been in Memphis looking over the situation and picking up lumber during the past fortnight.

R. L. Jurden, of the Penrod-Jurden Company, who has been spending some time in the Southeast, is expected home next week from South Carolina.

F. J. Moss, president of the American Sash & Door Company, Kansas City, Mo., who attended the quarterly meeting of the Southern Sash, Door & Mill Work Manufacturers' Association held at Memphis Feb. 16-17, announced while here that he was in the market for 500,000 feet of lumber for his plant. He was besieged with offers, but bought only part of his requirements on this trip.

Ben Bramloge, cashier of the First National Bank of Covington, Ky., who is quite favorably known to a great many lumbermen in this city and section, was a visitor in Memphis this week. His bank does a large business with lumbermen and he reported it in splendid condition. He was accompanied by his wife and was en route to Hot Springs for rest and recreation.

F. E. Stonebraker, president of the Bonita Lumber Company, Bonita, Ia., who came up to Memphis this week, says his firm has 2,000,000 feet of logs that will be cut up in the near future because they would otherwise spoil, but that, although the big new boat mill of this firm has been completed, the management has not yet decided to what extent it will be operated this year in view of the abnormal situation now existing. The

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Our specialty is 5/8 lumber, all band sawed edged and trimmed and produced from the finest logs that we are able to secure. We offer for prompt shipment:

5/8 FAS Qtd. White Oak.....	27,000
5/8 Selects Qtd. White Oak.....	16,000
5/8 No. 1 Com. Qtd. White Oak.....	40,000
5/8 No. 2 Com. Qtd. White Oak.....	17,000
5/8 FAS Plain White Oak.....	6,000
5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
5/8 No. 2 Common Poplar.....	80,000
5/8 No. 1 Com. & Btr. Sap Gum.....	25,000
5/8 No. 1 Com. & Btr. Red Gum.....	20,000
5/8 Log Run Pl. Sycamore.....	22,000

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WHITE
OAK

WHITE OAK
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CHESTNUT
BASSWOOD
MAPLE

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WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough
and Dressed Tupelo, Short-Leaf Y. Pine

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Bonita Lumber Company is controlled by the same interests as the old Crittenden Lumber Company, Earle, Ark., and Mr. Stonebraker declares this is the first time these interests have ever shown the slightest hesitation in their unbroken policy of producing lumber under all conditions, including ponies.

F. L. Throgmorton, general agent for the American Overseas Forwarding Company, left Memphis March 5 for a two weeks' trip in Oklahoma, Kansas and Missouri in search of grain and lumber cargoes.

LOUISVILLE

David Mercke, nine-year-old son of Robert L. Mercke, secretary-treasurer of the Jefferson Woodworking Company, Louisville, has been at a local hospital several days, a hard effort being made to save the boy's left eye, which was injured when struck by an arrow. The little fellow and his brother Worthham, fourteen years of age, were playing "Indian," using bows and arrows made of umbrella frames.

Thieves recently entered the home of R. H. Humphrey, New Albany, Ind., manufacturer of hardwoods, getting a \$50 Liberty bond and a few valuables.

The basketball league season in the Louisville plant of the Wood Mosaic Company is over, the core plant team winning the pennant. There were three other teams, one from the saw mill, one from the lumber department and one from the veneer mill. Stewart MacLean, son of the president of the company, was a tower of strength on the core plant team.

The entire office of the Navco Hardwood Company, Louisville, has been moved to New Albany, since John Churchill sold his interests, and is now operated in the office of the New Albany Veneering Company, the output of the Mobile mill being sold through the E. V. Knight Plywood Sales Company. Tom Fullenlove is sales manager of the lumber department, having come to the company with the sale of the Navco properties. Fullenlove for years was with the Louisville Point Lumber Company, later operated the Dixie Lumber Company, became vice-president and sales manager of the Churchill-Milton Lumber Company and when that organization formed the Navco company he continued in charge of the sales end.

The I. B. Wilcox Lumber Company, Louisville, with mills at Burdette, Miss., expects to complete the mill and start cutting lumber about April 1.

The Louisville Hardwood Club at a meeting last week at the Seelbach Hotel reported fair business in the hands of several members. However, consensus of opinion was that organized building trades would have to reduce labor costs before there would be much demand for hardwoods from the building trades.

J. M. Lanham of the Louisville Oak Flooring Company has returned from a short business and pleasure trip to New York and the East.

E. M. Haynes, traffic manager of the Mengel Company, was elected a director of the Louisville Transportation Club at the annual meeting recently held in Louisville.

Announcement has been made of the engagement of Frank Tyrone Mengel, son of C. C. Mengel of the Mengel Company, to Miss Carolyn Pendleton Radford of Louisville, the wedding to take place on March 12.

The Embry Box Company, operating the Embry Lumber Company, has called in all preferred stock and will issue common stock in its place, the capital remaining at \$250,000.

BEAUMONT

L. L. Chipman, manager of the export department of the Long-Bell Lumber Company, returned on March 1 from Tampico, where he has been looking over the situation in that territory. Mr. Chipman will sail on the twenty-second for Europe to visit the company agencies across.

A temporary restraining order has been issued against Chas. Sigler preventing him from disposing of any lumber on hand, cancelling insurance policies or retaining employees to operate the plant of the Beaumont Shingle & Lumber Company. It is alleged that Mr. Sigler bought the property some time ago at a price of \$70,000. Of this amount \$20,000 was to be paid in lumber and the remainder in monthly installments beginning May 1 of the present year. He was to deliver 600,000 feet of lumber to the Sabine Tram & Lumber Company, which held a mortgage on the plant. The Sabine Tram & Lumber Company and former owners of the lumber company are the complainants. A receiver is asked for.

W. A. Priddie, vice president of the Beaumont Lumber Company, is in the East looking over market conditions.

Hardwood men are somewhat elated over the action of President Wilson in directing that the secretary of the treasury pay to the railroads all approved guarantees instead of waiting until all the roads have in their claims. This indefinite time has been the cause of many lines holding up repair work which would have called for considerable quantities of hardwood timbers, and has also served the railroads as an excuse for not settling bills. At present prices manufacturers contend that their only object in selling is in order to get in some ready cash, and when bills are not paid promptly the situation is only aggravated instead of being improved.

WISCONSIN

J. H. Arney of Green Bay, Wis., is organizing a new corporation to engage in the manufacture of toys and hardwood specialties at DePere, Wis. For the present the new concern plans to occupy a part of the factory

of the Dan Kidney & Son Company, builders of rowboats and canoes. Local capital is subscribing to the greater part of the capital stock, which will be fixed at \$25,000.

The Ernst Chair Company is the name of a new corporation which has been organized at Superior, Wis., with a capital stock of \$50,000, by T. Ernst, D. L. Skyhawk and H. G. Ernst.

The Wisconsin-Michigan Lumber Company of Eagle River, Wis., is preparing to build a planing mill during the coming Summer. The sawmill was built a year ago, the equipment being that of a mill formerly located at Wisconsin Rapids. E. W. Ellis is general manager.

A report from Manitowoc, Wis., is to the effect that the American Seating Company will build an addition to its factory early in the coming Spring. Architects Juul, Smith & Reynolds of Sheboygan, Wis., are preparing the plans. The building will be 48 by 120 feet in size, of brick and steel construction, and with equipment will cost in the neighborhood of \$50,000.

The Fountain-Campbell Lumber Company of Ladysmith, Wis., has resumed the operation of its big sawmill after a suspension of about six weeks for a general overhauling.

The business of the American Rule & Block Company, established at Marinette, Wis., about two years ago, has been incorporated under the laws of Wisconsin. The authorized capitalization is \$100,000. John Henes and Frank Erdlitz are the principal owners and in active charge of the factory.

The Brown Land and Lumber Company of Rhinelander, Wis., has completed the work of rebuilding and retooling its sawmill at Saxon, and resumed operation March 1, after a recess of about four months. The capacity has been materially increased. As soon as conditions become more favorable to a project of the kind, the Brown company contemplates the erection of a second sawmill at Saxon, to be equipped especially for cutting hardwoods.

The Kenosha Woodenware Company has been organized at Kenosha, Wis., with a capital stock of \$100,000, to engage in the general manufacture of wood products. It is the outgrowth of negotiations started several months ago between the W. A. Collins & Sons Manufacturing Company of Waukegan, Ill., one of the principal makers of ironing boards in the United States, and the Gross and Neergaard Company of Kenosha. These interests have now been consolidated and the Collins plant is being moved from Waukegan to Kenosha, into the Gross factory. An addition will be erected at once.

The reincorporation of the Heywood Bros. & Wakefield Company, a New Jersey corporation, as the Heywood-Wakefield Company, under the laws of Massachusetts, with an authorized capitalization of \$13,000,000, is of particular interest to Wisconsin because it embraces the absorption of the Lloyd Manufacturing Company of Menominee, Mich. The Heywood company is one of the oldest and largest furniture manufacturing concerns in America. The Lloyd company manufactures wicker furniture and specialties. Marshall B. Lloyd has been elected a director of the new corporation. The Menominee concern retains its identity and Mr. Lloyd will continue to be general manager.

Thomas Southworth Ives, for many years a prominent figure in the lumber industry of the Mississippi Valley, died at his home in LaCrosse, Wis., on Feb. 24, at the age of 69 years.

Building permits issued by the city of Milwaukee during the first two months of 1921 involved a total of \$2,295,495, compared with an aggregate of \$2,407,863 for the same period of 1920. The number of permits issued this year was 2,856, against 2,873 last year.

The Hardwood Market

CHICAGO

Sales of hardwoods in Chicago and the Chicago territory continue to show slow improvement. There has been little increase in the activity of woodworking plants, but they report that business is picking up, and this insures a further movement toward normal demand. Prices have shown a much firmer tendency, though that is still too much spread between various quotations on similar items, but suggest stabilization. The indication is, however, that the downward tendency of the market has been pretty well arrested. The market is still chiefly a "one car" market.

BUFFALO

The hardwood market shows some increase in activity and most yards report doing more than a few weeks ago. The main complaint at this time is the great unsettlement of prices. Some wholesalers, as well as millmen, are making quotations much lower than their competitors, and apparently are very anxious to deplete their stocks, whether they make any profit on them or not. As much as \$25, if not more, difference is

WE WANT TO SELL the following Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 No. 1 & Btr.....	40,000'	4/4 No. 2 & Btr.....	40,000'
4/4 No. 2 Common.....	115,000'	5/4 No. 1 & Btr.....	300,000'
5/4 1st & 2nds.....	50,000'	5/4 No. 2 Common.....	175,000'
5/4 Selects.....	80,000'	6/4 No. 1 Common.....	20,000'
5/4 No. 1 Common.....	60,000'	6/4 No. 2 Common.....	175,000'
5/4 No. 2 Common.....	200,000'	8/4 No. 2 Com. & Btr....	150,000'
6/4 1st & 2nds.....	10,000'	10/4 No. 2 & Btr.....	60,000'
6/4 Selects.....	30,000'	BASSWOOD	
6/4 No. 2 Common.....	75,000'	4/4 No. 1 & Btr.....	200,000'
8/4 No. 1 Com. & Btr....	35,000'	4/4 No. 2 Common.....	200,000'
SOFT ELM		SOFT MAPLE	
6/4 No. 2 & Btr.....	90,000'	4/4 No. 2 & Btr.....	100,000'
		6/4 No. 2 & Btr.....	11,000'

Can furnish all kinds of

Hemlock and Hardwood Crating

BAND MILLS AT
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Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

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OAK FLOORING

PROMPT SHIPMENTS

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May we quote you on
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Oak Poplar
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BAND MILLS:
FAYETTEVILLE, TENN.
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FAYETTEVILLE, TENN.

Tennessee Red Cedar
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OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

Ash.....	Com. & Bet.	4/4 to 16/4
Ash.....	No. 2 Com.	4/4 to 8/4
Chestnut.....	Com. & Bet.	4/4
Red Gum.....	Com. & Bet.	4/4 to 8/4
Qtd. Red Gum....	Com. & Bet.	4/4 to 8/4
Qtd. Red Oak.....	FAS	3/4 to 8/4
Qtd. Red Oak... No. 1 & 2	Com.	3/4 to 8/4
Qtd. White Oak.....	FAS	1/2 to 8/4
Qtd. White Oak... No. 1&2	Com.	5/8 to 8/4
Pl. Red Oak.....	FAS	4/4 to 16/4
Pl. Red Oak... No. 1&2	Com.	4/4 to 16/4
Pl. White Oak.....	FAS	4/4 to 8/4
Pl. White Oak... No. 1&2	Com.	5/8 to 8/4
Poplar.....	All Grades	4/4 to 8/4

You will like our careful method of handling
orders, either domestic or export for mixed
or straight car load shipments.

BAND MILLS

Owensboro, Ky. Campbellsville, Ky.

shown in the quotations made on inquiries for a few cars of stock. This unfortunate feature is expected to continue until business gets better, when the sellers are not likely to be so hungry for orders as at present.

The opinion among most hardwood men is that trade will improve considerably within the next month or two. Many concerns are planning to start up more actively soon, if they have not already done so. Automobile and furniture plants are among those which report a better outlook and which are beginning to look around for hardwood supplies. The building business is still slow, and there is not much big work in sight to give a stimulus to the hardwood trade, though builders anticipate that small buildings will be erected in large numbers.

CLEVELAND

Hardwood materials, which have hitherto held their own fairly well as to price, have reacted in the last fortnight, and a 10 per cent reduction is now in effect here. The slow movement of material into consumption and the equally slow movement of material from manufacturing points to regular markets have aided in bringing about this deflation. The drop in prices has not altered the buying situation here. There is little new building yet contemplated in which these materials would find any significant outlet. Members of the trade here are of the opinion that the market has about reached bottom, but it is another matter to convince the buying public that such is the case. The attitude of the manufacturing trades toward their hardwood purchases still is of the slow character noted through the last few months. Therefore the trade must continue to look to the building industry for real outlet for hardwood materials, and this is yet to be heard from. There is no oversupply of hardwoods in this market at present; but, owing to the slow demand, there is more than sufficient to meet all needs, and hence the buying in wholesale and manufacturing quarters is still quite limited. Present indications are that only an early spring with its usual revival of building operations will move hardwood stocks in more favorable manner.

PITTSBURGH

Demand is very light and inquiry is scattering. The tendency among all buyers of hardwood is to wait. Part of them are waiting for lower prices. Some of them, especially the retailers, are waiting until they unload their stocks. Others are putting off buying until a satisfactory wage adjustment can be secured. General building is at a standstill and this makes retail yard trade poor. Manufacturing concerns are down in so many places that business from these sources is anything but satisfactory. Hardwood mills in the southwest and also in tri-state territory say that they are cutting lumber at a loss. It is not thought possible by most wholesalers that any big improvement in hardwood buying will take place for possibly another month.

BOSTON

Business here in hardwoods is rather quiet, it must be admitted, and such business as there is seems to be quite unevenly distributed among the wholesalers here. Another and perhaps better way of stating the case is to say that there are some wholesalers who note no improvement in business at all, and some who are quite enthusiastic over the way inquiry is coming in and the way demand has improved, though it is quite true that this second and optimistic class admit that their trade is below normal. It is utterly impossible for the most farseeing here to tell just what the true outlook for spring trade is because of the existence still of the strike of union building trades. Though this strike directly affects only from twelve to twenty per cent of the hardwoods sold in this section, the general effect of the strike on the entire hardwoods trade is very demoralizing and discouraging. Of course for house trim there cannot now be much of any trade till next fall or the late summer at the best. And all efforts to settle this strike have failed, so that all construction and repair work of any kind is held up in this city, and has been for more than six weeks. In the judgment of the union men and many others there can be no settlement of the strike in any event before April 1. Of course this does not augur well for the trade.

But while the demand for hardwoods here for use in dwelling houses and other construction work is pretty dull there is no doubt but that a little impetus, if ever so little, is being experienced in demand from the manufacturing consumers of hardwoods. In other words, some industries are making a start and consequently are gradually coming into this market for hardwoods. But the improvement in demand is not great and is unevenly distributed, and some dealers note inquiry and some note practically none at all.

There seems with some to be a specially marked improvement in poplar. It is firm as mill stocks are limited. This demand is coming from machinery manufacturers, cabinet work and specialty box manufacturers. Oak is dull. Accumulation of stocks seems to be in the cheaper grades right through the hardwoods list here. What trade improvement there is exists in the better grades of hardwoods. And so with prices—the stiffening, what there is of it, is in the upper grades, and the lower grades are weaker.

The furniture trade furnishes about all the business there is now passing in hardwoods here, and likewise most of the improvement is

noted from the furniture people. A little more life is being shown in the piano business, though largely the piano people are still pretty well overstocked. There is no life in the chair demand. The railroad demand here is nil.

BALTIMORE

Conditions in the hardwood trade here, in the opinion of probably a majority of the members, show an appreciable improvement. The inquiry is said to have decidedly increased, and not a few of these calls for quotations are resulting in actual business, a state of affairs which is very gratifying the producers and distributors alike, who had begun to show the strain. Of course, it is still a considerable way to an actual revival, for the expansion in the movement has not yet resulted in a stiffening in the quotations; but at any rate, the lethargy that prevailed for quite a time is being succeeded by a revival in interest, which, it is hoped, will keep up and assume the proportions of a normal, healthy business. A return of the hectic conditions that prevailed last year is not desired. The hardwood men have learned by experience that such a state of affairs cannot be healthy or permanent, and they are entirely willing to proceed in a more regular manner. It would, however, not be at all surprising if, with the first real rush to augment holdings or provide for immediate needs a positive shortage developed. There is probably no excess of lumber in any of the woods in general use, with a positive rebound in the quotations distinctly among the probabilities. For the present it suffices that the hardwood business has picked up, halting further recessions in prices and causing a feeling of hopefulness, even of expectancy, to pervade the trade. The export business is still in a languishing state, with the foreign buyers disposed to place orders only as stocks are actually needed, and meanwhile interposing all sorts of objections in connection with every shipment received. It is stated that the losses sustained by American exporters through rejections and demands for reductions will aggregate a large sum.

COLUMBUS

The hardwood trade in central Ohio territory is showing slightly more activity in all directions. Inquiries are more numerous than formerly, indicating a disposition on the part of retailers and factories to enter the market. Some of the inquiries are developing into orders, but for the most part the dealers are only shopping for information. Retail stocks are generally low and badly broken, and it is believed that dealers will be forced into the market soon. Building operations loom up more active, and it is the belief that the building season will open earlier than was anticipated. Architects and contractors are busy figuring on plans and specifications for a large amount of construction work.

Factories making boxes and implements are buying fairly well at this time. Furniture concerns are also showing a disposition to enter the market. Other concerns are still holding off, but it is expected they will come in later on. Railroads are desirous of making purchases, but financial matters with them are not satisfactory and as a result they are playing a waiting game.

Prices are fairly steady at previous levels. Some scarcity has appeared in the higher grades of oak and poplar and strength has developed. The lower grades show the most weakness. There is still a considerable spread in quotations and some extremely low figures are heard. Shipments are coming out promptly from all sections. Collections are improving to a small degree.

CINCINNATI

Conditions in the hardwood market have not changed to any noticeable extent during the past two weeks. There has not been enough encouraging conditions from any branch of the trade to justify manufacturers in predicting when there might be a revival of business. Some concerns here are offering hardwood at exceedingly low prices, while others refuse to sacrifice their lumber in order to make sales. Some orders are being placed, but they are of no large consequence and generally for immediate use. There is some demand for the lower grades, but top grades are inactive. Retailers are placing some orders, although there is no general buying movement among dealers. Hardwood manufacturers have come to the conclusion that the depression is in a way over, for during the past two weeks they have been getting numerous inquiries from sources that are expected to buy lumber before long. It is pointed out by the local manufacturers that business already has improved in the East now and the better times that are being experienced in that section will naturally be felt in this vicinity before many weeks. Candidly speaking buyers are more interested in price lists now than they have been for some time. Indications point to a fair building program, although many believe it will be late in the spring. Wood consuming factories in this locality are not showing much activity in the market, although many of them are again operating full time.

INDIANAPOLIS

The demand for hardwoods continues to increase and inquiries now are flooding the dealers and orders are beginning to be received by the wood-working industries. The situation is in better shape now than it has been for some time and both factory executives and retail dealers are more optimistic concerning the 1921 market than they were two weeks ago.

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4/4" No. 2 Com.....5 cars
5/4" No. 1 Com. & Btr..3 cars
8/4" No. 2 Com. & Btr..3 cars
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Business is not expected to be normal here for at least thirty days and possibly sixty days, but steadily the demand is increasing and distributors say there is some buying especially from among the retail dealers. The demand for new stocks from the industries is slow, mainly because most of those factories that have received sufficient orders to warrant them re-opening their plants on a basis something near the production of last year, have not exhausted the stocks on hand and they will not be forced to enter the market for a period of two to six weeks. However,

some of them are buying on the assumption that the market will go no lower. This sort of buying is small and the tendency among all consumers is to buy from hand to mouth. During the past two weeks several woodworking plants have signified their intention of opening their establishments again during March. The executives say that some orders are being received and the men will be put back to work just as quickly as orders warrant increasing production. Prices are holding firm, though no tendency has been shown to increase them.

EVANSVILLE

There is a better feeling in the hardwood lumber trade, although the manufacturers report that February showed very little if any gain in orders over the month of January. A good many inquiries came in from sources that lead the manufacturers to believe that trade will come a little later on. Collections are some better and general trade conditions are improved over a month or so ago. That the worst of the business depression is over is the general belief of the manufacturers of Evansville and southern Indiana, who say that there ought to be a marked improvement in trade by the first of May. Few logs have been coming in from the southern logging district and log prices are rather high. A few of the manufacturers have not made an extra effort to get logs, while others have been sawing up all the logs they can get and stacking the lumber. They believe that after the demand for lumber picks up the manufacturer who has a liberal supply on hand is going to be able to get a good price for the same. Most of the hardwood mills in the tri-state section have been closed off and on during the past three months. But manufacturers see a silver lining to the clouds just now and believe that this year, taken as a whole, is going to witness considerable business. The retail lumber trade has kept pace with the wholesale trade, which means that it has been a little sluggish. Furniture factories and other wood consuming plants in Evansville have not been in the market for much lumber for months past, but as they lengthen their working hours, as they are expected to do soon, they will be in the market for more liberal supplies of lumber. Most of the wood consuming plants continue to operate on an average of forty hours a week. The factories at Tell City, Ind., Jasper, Ind., Henderson, Ky., and Owensboro, Ky., also are running on about the same average.

J. C. Greer, of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club, has returned from a business trip in the south and reported that trade in that section is looking up some.

Several new houses are being erected at Petersburg, Ind., a few miles north of here by the Petersburg Home Building Company, that was formed a short time ago to conduct a building campaign in that town. Two large lumber yards are being built there, one by the Reel-Blue Lumber Company and the Allen Wilkinson Lumber Company and the latter also is erecting a new planing mill.

The plant of the Tindall Lumber Company at Hartford City, Ind., closed down for an indefinite period a few days ago owing to the lack of business.

George Foote, of the Evansville Band Mill Company, returned a few days ago from a business trip to Vincennes, Ind.

With the coming of spring weather it is expected there will be more activity in logging along Green river in western Kentucky. During the winter months logging operations in that section slackened some, although some logs have been gotten out. Most of the logs cut in the Green river section are rafted to the Evansville saw mills. Many years ago the Evansville mills got the bulk of their log supply from along Green river and there is considerable timber still standing in that section, although it is hard to get at because much of it stands on high hills.

LOUISVILLE

It is held that in lines where prices have reverted to something like past war normal, business is picking up nicely, but that on account of the high cost of labor in building operations conditions are still slow, even though lumber is down considerably. While there isn't much hope just now of getting union labor down, some of the woodworking plants, including veneer and panel concerns, are cutting wages as much as twenty per cent, which is enabling them to go out and get business on lower competitive prices.

In hardwoods there is some better demand for ash from the automobile trade; better demand for gum and walnut from the furniture trade, improvement in poplar siding and poplar lumber; better sales of mahogany and a few other items, but as a whole the demand is for the better grades, and it is a one car market at best. Buyers are sticking mighty close to shore, and buying principally for immediate delivery and use, safe in the fact that there is a full car supply, and plenty of good dry lumber in stock on mill yards.

ST. LOUIS

Hardwood buying continues small in volume, the tone in some industries consuming hardwoods, however, is better. Production in the southern field has shown an increase lately, but that is due principally to the

necessary cutting of logs which would otherwise decay. The export situation is not so good.

Some furniture plants which had been shut down have resumed on a part time basis and orders show a fair improvement. The housing situation is a severe detriment to the furniture business because there are so few new homes to be furnished.

Railroads are still out of the market, but this condition, it is hoped, will be remedied by the recent act passed by congress, the Winslow bill, providing for partial payments under the transportation act.

Several automobile plants have increased the number of their working forces and nearly all expect to be going full blast soon. No doubt, this will have a beneficial effect on the hardwood business here.

Also the spring should bring an increase in the number of buildings, although the fight now in progress between contractors and the building trades will doubtless act as a deterrent to the early resumption of building on a large scale. As has been pointed out numerous times by men in hardwood circles, building is a great factor in the present depression and when this condition returns to anything like normal, business is bound to improve. The housing situation here, like nearly everywhere, is far behind its program. The situation is really acute and something to enable an increase in the building of residences must be done.

On the whole the hardwood outlook here is brighter than it has been for some time and better times do not seem unreasonable to hope for in a short time.

Building permits issued for February show 614 permits with a total dollar value of \$714,845. Building permits issued in February of last year were 495 with a total value of \$1,602,411. The explanation for the lower value is said to be partly a decline in the prices of materials and partly because there are no large buildings going up. The same difference existed in the figures for January.

BEAUMONT

While there has been a slight increase in hardwood buying during the past few days, it has been of sufficient volume to affect either prices or production.

The recent sensational drop in the price of crude oil has practically stopped new development work in Mexico as well as the United States, cutting off some very desirable customers. Buying is confined almost entirely to manufacturing consumers and they do not seem disposed to take on more than actual requirements to keep their plants going. With this limited buying they naturally hunt for soft spots in the market.

The scarcity of upper grades has been very noticeable during the past two weeks, and this fact may serve to bring up the lower grades which have been lagging for some time. At the present price manufacturers point out that they cannot afford to start up their plants when there is a market for only one class of their output, and this is likely to bring about a substitution of lower grades to a great extent until the demand becomes wide enough in its scope to induce an increase in production.

While there has been but a slight improvement in the local building situation, sash and door factories continue to make preparations as if they expected a satisfactory spring demand. A new factory of this kind is already practically completed in Beaumont.

MILWAUKEE

A more encouraging condition than that existing at any time since the beginning of the year, is reported by representative concerns in the Northern Wisconsin hardwood industry. New business is beginning to develop at a much more satisfactory rate and while volume is still lacking, confidence is expressed that the improvement has only started and will be accentuated during the coming three months.

March 1, was the date of the reopening of a large number of sawmills in the North which have been closed for some time, either to balance inventories or to undertake necessary repairs and replacements. Some mills are being operated in two shifts, but generally speaking the single day shift is the schedule of a majority of mills.

The effect of the extremely mild winter upon the log supply of Northern mills is just beginning to be felt. The input has been limited to an unusual extent and mill operators are wondering how they will be able to maintain schedules throughout the Summer. It is likely that considerable Summer logging will be done this year to compensate as much as possible for the small cut of the present winter.

Ordinarily winter logging camps have been open until April 1, but this year many of them were closed as early as March 1. Labor is in adequate supply and necessary reductions in wages which have generally been made were accepted in a good spirit and without any disturbance.

The slight improvement in the demand for hardwoods has caused a somewhat firmer tone in prices, but lists are regarded as being more or less nominal. Considerable stock is being moved at sharp concessions, buyers being firm in their attitude that sellers accept their bids or lose the business. Price is the most important factor in trading and the largest volume seems to be done by those who are willing to make the largest concessions.

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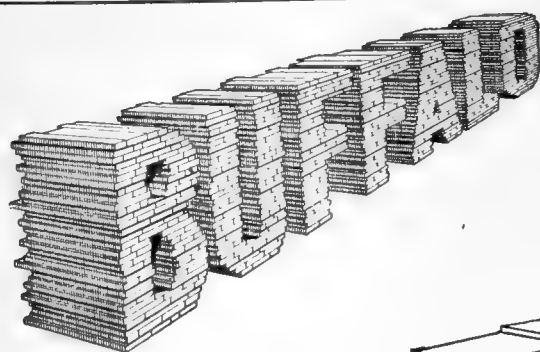
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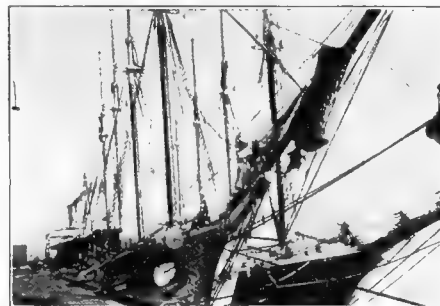
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Man with executive ability desires a connection with an established veneer and lumber manufacturer. Long experience in fancy woods, capable of handling the manufacturing or selling end, thoroughly familiar with all the trade and their requirements. Willing to make an investment with services. Address Box 746, care HARDWOOD RECORD.

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Competent veneer cutter. Experienced in rotary and slice cutting. To take charge of cutting and drying.

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FOR SALE—CEDAR

15,000' 1" thick Flitch sawn
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42,000' 1 1/2" thick Flitch sawn
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Hardwood lumber, dimension stock and cross ties. Write me your wants and prices.
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2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
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WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

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We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

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1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

FOR SALE

1 car Sawed Piece Felloes 2x2 1/4, 3' 8" and 3' 4".
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1 car 7x8, 8' 6" White Oak Ties.
Inquiries invited for Oak, Hickory and Gum Dimension. Address Box 61, Panola, Ala.

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Any size, anywhere. Write
CHAS. A. PHILDIUS
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Peacock's Patent. Works with a Fordson Tractor. Write us or ask your Ford dealer for particulars. TOM HUSTON MFG. CO., Columbus, Ga.

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30 H. P. Throttling governor, complete, with pump, etc., four years old, in good running order. SPANJER BROS., INC., 1160 Chatham Court, Chicago, Ill.

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2 80 H. P. Bollers
1 Nigger
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1 Steam Feed 7"x42"
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All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, bollers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Complete Sinker Davis Medium Sawmill outfit, except engine. Will sell right if bought soon. Mill has capacity of 10,000 to 15,000 feet daily. Too large for our use. For particulars write ROHM BROS. & CO., Rockville, Ind.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One taping machine, one 48" Royal invincible Sander (three drum, Berlin Machy. Co.), one knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Mich.

FOR SALE

One No. 66, 9x6 Hall & Brown high speed planer and matcher, complete with double profiler. With this machine the extra equipment is worth \$600. This includes jointer heads with knives complete, T & G flooring heads, 5-8 T & G ceiling heads, square head for profile, six high speed discs for double beaded ceiling or partition with bits complete. Price on this machine with all of the extra equipment is \$1,750, f. o. b. cars Mobile. STOVER LUMBER CO., Mobile, Ala.

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Will pay 10 per cent on seven to ten thousand dollars. Ample real estate security. Bank reference. Address H. M., Box 392, Woodbury, Ga.

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To represent a good American house for dressed oak spokes, agency preferred, or would buy. JAMES CHAPMAN, Timber Merchant & Importer, King's Road, Prestwich, Manchester, England.

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At a positive bargain our going band saw mill plant of 30,000 ft. daily capacity, all modern equipment in A No. 1 condition. Can be had with or without our planing mill. Has buildings for veneer plant. In easy access of inexhaustible hardwood timber resources by rail and river. Cairo, Ill., rates to all points. For complete information with detailed list of the property address: WILLIAMSON & KUNY, Mound City, Ill.

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Dry Sawdust, baled shavings and factory kindling wood. Straight carloads. Quote f.o.b. Chicago. COVEY-DURHAM COMPANY, 431 S. Dearborn St., Chicago, Ill.

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Manufacturers & Importers

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Land Commissioner, Soo Line Railway
Minneapolis, Minn.

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CARS RAILS**

*Rebuilt Machinery
For Every Purpose*

Equitable Equipment Co.

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NEW ORLEANS, LA.

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150,000' 1" nice Wisconsin White Pine, log run. Not mixed with Norway, jack, tamarack or balsam.

20,000' 2x6 & 2x8 White Pine, for window and door frames.

50,000' 1" & 2" Norway, log run, largely 16", 18" and 20".

1,000,000' 1" & 2" hemlock, No. 3 & Better. Anything you want.

BIRCH 12 1/4" No. 1 & B. 30,000' CRATING STOCK

1" No. 1 C&B. 100,000' 1".....No. 3 Basswood

5/4" No. 1 C&B. 50,000' 1", 1 1/2" & 2".....

6/4" No. 1 C&B. 50,000' 1".....No. 3 Birch

8/4" & 10/4" No. 1 C&B. 20,000' 1" & 2".....Hard Maple

HARD MAPLE 1".....Soft Maple

1" Log Run.....100,000' 1".....No. 3 Hemlock

5/4" No. 1 Com. 15,000' 1x4.....Hemlock Stps.

6/4" No. 1 C&B. 20,000' 2x6.....Birch Hearts

2" No. 2 & Btr. 180,000' 3x8.....Maple Hearts

10/4" No. 1 & B. 45,000' 4x6.....Maple Hearts

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Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

4/4-16/4" Nos. 2 & 3 8/4" Select & Better

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4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr. 4/4" No. 1 Common

COTTONWOOD 8/4" No. 2 Common

1" Box Bds., 9-17", 40% 14' & 16' Band Sawn 4/4" No. 1 Com., 1x10",

1" FAS. Band Sawn 60% 14' & 16'

1" No. 1 Com., Bd. Sawn ELM

1" Log Run, 75% No. 1 & B. 10/4" Log Run, 75% No. 1

RED CYPRESS 1 & Better

1" Select and Better Anything in Fir, Spruce or Yellow Pine

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Southern Office: Central Bank Bldg., Memphis, Tenn.

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Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

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Hardwoods and White Pine

Exporters

or

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We have a million feet of poplar logs, 18" and up in diameter, running as large as 35" in diameter, for sale.

Can start shipments within 30 to 60 days.

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J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

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NO. 2 C. & BTR., 5/8, 8/4, 12/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., white, 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., white, 4/4, 5/4, 6/4, 8/4", 4-18", 6-16", dry; NO. 2 C., white, 4/4-8/4", 4-16", 4-16", dry. J. M. DASHER LBR. CO., Macon, Ga.

NO. 2 C., White, 4/4-10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C., NO. 3 C., both 4/4", reg. widths. & lgths., good shipping dry; NO. 2 & BTR., 8/4-12/4", reg. widths. & lgths., good shipping dry.

LAMB-FISH HARDWOOD CO., Charleston, Miss.

NO. 2 C. & BTR., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 8/4", good widths. & lgths., 6 mos. dry. F. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. widths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4", 20% FAS, 50% NO. 1, 30% NO. 2, 4" & wdr., 4" & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

NO. 2 C. & SEL., & NO. 2 C., both 4/4, reg. widths. & lgths.; LOG RUN, 8/4, 10/4", reg. widths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C., 4/4". WOOD MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. & lgths., 6-10 mos. dry; NO. 1 C., 4/4-12/4", reg. widths. & lgths., 6-10 mos. dry; NO. 2 C., 4/4-10/4", reg. widths. & lgths., 6-10 mos. dry.

JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. & std. lgths., 1-2 yrs. dry, good text. northern. YEAGER LBR. CO., Buffalo, N. Y.

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NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, O.

NO. 2 COM. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS. NO. 1, NO. 2 & NO. 3, all 4/4", 10" & wdr., 12" & wdr.; FAS. NO. 1, 6/4, 8/4, 12/4"; NO. 2, 4/4", 10" & wdr. H. F. BELOW LBR. CO., Marinette, Wis.

LOG RUN, 4/4", random widths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4", reg. widths. & lgths. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3, 4/4", reg. widths. & lgths., 11 mos. dry. FOSTER LATIMER LBR. CO., Mellen, Wis.

SEL. & BTR., 4/4", 10" & wdr., 11 mos. dry; NO. 2 & BTR., 6/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4"; NO. 1 C. & BTR., 6/4"; NO. 2 C. & NO. 3 C., both 8/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

FAS. NO. 1 C., both 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 & 2 C., 60% NO. 1, 40% NO. 2, 4/4, 5/4", 4" & wdr., 4" & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

FAS. NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. widths. & lgths., dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BEECH

LOG RUN, 6/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS. 4/4, 6/4"; NO. 1 C. 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4, 6/4"; LOG RUN, 6/4, 8/4". NORTH VERNON LUMBER MILLS, N. Vernon, Ind.

NO. 3 & BTR., 1x4" & wdr., 10 to 16", 3-4 mos. dry, good asst. lgths., good avg. width; 5/8"x4" & wdr., 10 to 16", 3-4 mos. dry, good asst. lgths., good avg. width. W. R. PICKERING LBR., CO., Kansas City, Mo.

BIRCH

NO. 2 C. & BTR., 4/4", 6/4, 8/4", good widths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS. NO. 1, 2 & 3, 4/4-16/4"; NO. 1, 4/4", 5" & wdr., 6" & wdr., 7" & wdr. H. F. BELOW LBR. CO., Marinette, Wis.

FAS. SEL., both 4/4", reg. widths. & lgths., 11 mos. dry; NO. 1 & BTR., 60% FAS, reg. widths. & lgths., 11 mos. dry. FOSTER LATIMER LBR. CO., Mellen, Wis.

NO. 2 C., 6/4". CHAS. GILL LBR. CO., Wausau, Wis.

SEL. & NO. 1 C., 4/4-8/4"; NO. 2 C., 4/4-6/4"; NO. 3 C., 4/4-6/4"; NO. 1 C. & BTR., 10/4-12/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & 2 C., 60% NO. 1, 40% NO. 2, 4/4, 8/4", 4" & wdr., 4" & lgr., yr. dry; NO. 2, 5/4", 4" & wdr., 4" & lgr., yr. dry; Key Stock, white, 4/4-5/4", 4" & wdr., 4" & lgr., yr. dry; FAS, 4/4", 12" & wdr., 8" & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4", reg. widths., std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-8/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CEDAR

LOG RUN, Tenn. red. ANDES NICELY LBR. CO., Knoxville, Tenn.

HARDWOODS FOR SALE

CHERRY

NO. 1 C., 4/4-16/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 8/4", good wdths., high av., 14 & 16", dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

SD. WORMY & BTR., 5/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-6/4", about 25% FAS, good wdths., 50% 14-16", yr. dry; SD. WORMY, 6/4-8/4", good wdths., 40% 14-16", yr. dry. N. C. stock. SD. WORMY, 4/4", good wdths., 35% 14-16", yr. dry. N. C. stock. SD. WORMY, 4/4", good wdths., 40% 4-16", 8 mos. dry. W. Va. band sawn. GEO. D. GRIFFITH & CO., Lumber Exchange Bldg., Chicago, Ill.

NO. 1 C., 4/4, 4" & up, 4-6 mos. dry; FAS, 4/4", 6" & up, 4-6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

COTTONWOOD

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". GRISMORE HYMAN CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4. KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4", 13" and up, reg. lgths.; NO. 1 C & SEL., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 & 2 C., 4/4", random wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

SEL., 4/4, 5/4, 6/4, 8/4", av. wdth., 40 to 60% 14 & 16", 4 mos. dry; shop 4/4, 8/4", av. wdth., 40 to 60% 14-16", 4 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

FAS, SEL., both 6/4", 4-16", 8-16", dry; NO. 1 SHOP, NO. 1 C., NO. 2 C., all 6/4", 4-16", 6-16", dry. J. M. DASHER LBR. CO., Macon, Ga.

NO. 1 SHOP, yellow, 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 SHOP, NO. 1 C., red, both 4/4", random wdths. & lgths., 4 mos. dry, band sawn; NO. 1 C., yellow, 4/4-8/4", random wdths. & lgths., 4 mos. dry. L. D. LEECH & CO., 343 S. Dearborn St., Chicago, Ill.

NO. 1 SHOP, 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

SEL., 4/4, 5/4, 8/4"; NO. 1 SHOP, reg. 4/4"; NO. 1 SHOP, 4/4x6", 5/4, 6/4, 8/4"; NO. 2 SHOP, 4/4, 6/4, 8/4". NORTH VERNON LUMBER MILLS, N. Vernon, Ind.

SEL., 4/4, 5/4, 6/4", good wdths. & lgths.; NO. 1 SHOP, 4/4, 5/4, 6/4", good wdths. & lgths.; NO. 1 C., 4/4, 6/4", good wdths. & lgths.; NO. 1 C., 4/4", 6, 8, 10, 12", reg. lgths.; NO. 2 C., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", 6, 8, 10, 12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 10/4, 12/4", random wdths. & lgths., 12 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 10/4, 12/4". DARNELL LOVE LBR. CO., Leland, Miss.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4", reg. wdths. & lgths., 11 mos. dry; NO. 2 & BTR., 5/4", reg. wdths. & lgths., 12 mos. dry; NO. 2 & BTR., largely NO. 1 C., 6/4", reg. wdths. & lgths., 15 mos. dry; NO. 1 & BTR., 10/4", reg. wdths. & lgths., yr. dry. POSTER LATIMER LBR. CO., Mellen, Wis.

NO. 2 C. & BTR., 4/4, 5/4, 6/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

LOG RUN, 8/4". GRISMORE HYMAN CO., Memphis, Tenn.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 6/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 10/4 & 12/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 20% FAS, 50% NO. 1, 30% NO. 2, 4" & wdr., 8' & lgr., yr. dry; FAS, 5/4", 12/4, 6" & wdr., 8' & lgr., yr. dry; NO. 2, 5/4, 4" & wdr., 4' & lgr., yr. dry; NO. 2 & BTR., 25% FAS, 55% NO. 1, 20% NO. 2, 8/4", 4" & wdr., 8' & lgr., yr. dry; NO. 2 & BTR., 35% FAS, 50% NO. 1, 15% NO. 2, 10/4, 12/4", 4" & wdr., 4' & lgr., yr. dry; NO. 2 & BTR., 40% FAS, 50% NO. 1, 10% NO. 2, 16/4", 4" & wdr., 4' & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

LOG RUN, 4/4", reg. wdths. & lgths. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry; NO. 2 C. & BTR., & NO. 3 C., both 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

NO. 1 C. & BTR., 10/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 8/4"; NO. 3 C., 8/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., 10 mos. dry. BARR HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4", avg. wdth., 40-60% 14-16", 5 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., 6/4", 6-20", 10-16", dry. J. M. DASHER LBR. CO., Macon, Ga.

NO. 1 C., 4/4". THEO. FATHAUER CO., 1428 Cherry St., Chicago, Ill.

NO. 1 C., 4/4". GRISMORE HYMAN CO., Memphis, Tenn.

FAS, 4/4". JOHN HANSEN LBR. CO., 1118 Lumber Exchange Bldg., Chicago, Ill.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4", random wdths. & lgths., 4 mos. dry, band sawn; LOG RUN, SND., 8/4", random wdths. & lgths., 4 mos. dry. L. D. LEECH & CO., 343 S. Dearborn, Chicago, Ill.

NO. 1 C., 4/4, 5/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 1x4" & wdr., 10-16", 3-4 mos. dry, good asst. lgths., good av. wdth. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. dry. BARR HOLADAY LBR. CO., Greenfield, O.

NO. 1 & BTR., 4/4, 8/4", av. wdths., 40-60% 14-16", 5 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4". THEO. FATHAUER CO., 1428 Cherry Ave., Chicago, Ill.

NO. 1 & BTR., SND., 8/4". GRISMORE HYMAN CO., Memphis, Tenn.

FAS, 8/4". JOHN HANSEN LBR. CO., 1118 Lumber Ex. Bldg., Chicago, Ill.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 5/4, 6/4, 8/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths.; NO. 1 C & BTR., SND., 5/4, 8/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 C. & BTR., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. dry. BARR HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., qtd., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths. & lgths., 4-12 mos. dry; NO. 2 C., pl., 4/4", ran. wdths. & lgths., 4 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 & BTR., 4/4-8/4", av. wdths., 40-60% 14-16", 5 mos. dry; BOX BDS., 4/4", 9-17", 40-60% 14 & 16", 5 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & BTR., 6/4", 6-20, 10-16, dry; NO. 2 COM., 6/4", 4-16, 6-16 dry J. M. DASHER LBR. CO., Macon, Ga.

NO. 1 C. & BTR., 8/4". GRISMORE HYMAN CO., Memphis, Tenn.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4", good wdths. & lgths., 6 mos. dry; DOG BDS., 6/4, 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, 4/4, 5/4", reg.; NO. 1 C., 4/4, 5/4", reg. MEMPHIS LAND & LBR. CO., Memphis, Tenn.

NO. 2, 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4", ran. wdths. & lgths., 4 mos. dry. L. D. LEECH & CO., Chicago, Ill.

NO. 1 C. & NO. 2 C., 4/4"; LOG RUN, 5/4, 6/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 1x6" & wdr., good wdth., 10-16", 3-4 mos. dry; NO. 1 C. & NO. 2 C., 1x4" & wdr., good wdth., 10-16", 3-4 mos. dry; NO. 2 & BTR., 1x4" & wdr., 6-8", 3-4 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C., S. N. D., 4/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

LOG RUN, tupelo, 4/4". GEO. C. EHEMANN CO., Memphis, Tenn.

NO. 2 & BTR., black, 4/4", good wdths. & lgths., 6 mos. dry; NO. 2 & 3 TUPELO, 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, NO. 1 C., red, fig., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 TUPELO, 5/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4, 5/4", 60% 14 & 16", 6 band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4, 5/4, 8/4, 10/4", rand. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4, 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HEMLOCK

MERCH. MICH., 4/4, 8/4"; NO. 3 MICH., 4/4, 8/4" H. F. BELOW LBR. CO., Marinette, Wis.

HICKORY

NO. 2 C. & BTR., 6/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, 6/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

LOG RUN, 8/4", rand. wdths. & lgths., 4-12 mos. dry; LOG RUN & NO. 2 & 3 C., Pecan, 8/4", rand. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, pecan, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C & BTR., 4/4-12/4", reg. wdths. & lgths. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 5/4, 7/4, 8/4". WOOD MOSAIC CO., Louisville, Ky.

NO. 1 C & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry, good text. YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", rand. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

HARDWOODS FOR SALE

MAGNOLIA

NO. 1 & BTR., 4/4", av. wdths., 40-60% 14-16", 8 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & BTR., 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

LOG RUN, 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 & BTR., 4/4-8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR., 90% hard, 4/4", good wdths. & lgths.; dry; NO. 2 C. & BTR., 90% hard, 4/4, 6/4, 8/4", good wdths., high avg. lgths., 14 & 16", dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, NO. 1, NO. 2 & NO. 3, 4/4-16/4"; NO. 1 & BTR., 4/4", 7" & wdr; NO. 2 & BTR., 7/4". H. F. BELOW LBR. CO., Marinette, Wis.

LOG RUN, 4/4, 10/4", rand. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & 2 C., 4/4 & 8/4", 4" & wdr., 4" & lgr., yr. dry; NO. 2 & BTR., 10/4", 4" & wdr., 4" & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

NO. 1 C. & BTR., 7/4", 11 mos. dry; NO. 1 C. & BTR., 10/4, 12/4, 16/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, 10/4, 12/4". MEMPHIS LAND & LBR. CO., Memphis, Tenn.

SEL. & BTR., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry; NO. 3 C., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". WOOD MOSAIC CO., Louisville, Ky.

NO. 1 C. & BTR., 4/4, 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 8/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 2 C. & BTR., 4/4", full log run. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", 4" & wdr., 4" & lgr., yr. dry. SAWYER GOODMAN CO., Marinette, Wis.

OAK—PLAIN RED

COM. & BTR., 4/4"; NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C., 1/2 to 10/4", reg. wdths. & lgths., 3-12 mos. dry. BARR HOLADAY CO., Greenfield, O.

NO. 1 C. & BTR., 4/4, 6/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 5/8 & 3/4"; NO. 2 C., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". GRISMORE-HYMAN LBR. CO., Memphis, Tenn.

NO. 1 C., 8/4". KOSSE SHOE & SCHLEYER, St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4, 5/4", 60% 14-16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 3/4, 4/4, 5/4, 8/4, 10/4"; NO. 2 C., 5/8, 3/4, 4/4, 5/4". NORTH VERNON LBR., 3/4, 4/4, 5/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 1x6" & wdr., 12-16", 3-4 mos. dry; NO. 1 C., NO. 2 C., NO. 3 C., all 1x4" & wdr., 10-16", 3-4 mos. dry; NO. 3 C., 1x4" & wdr., 6-8", 3-4 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4", 6" & up, 4-6 mos. dry; NO. 1 C., 4/4", 4" & up, 4-6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

FAS, 4/4, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 8/4"; NO. 1 C., 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 3/4, 4/4, 5/4", reg. wdths. & lgths.; NO. 1 C., 5/8", 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 and 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4", rand. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, O.

FAS, NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

FAS, 4/4", 6-10". KOSSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

FAS, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4"; NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 3/8"; NO. 1 C. & BTR., 1/2 & 5/8". THE KOSSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 1x6" & wdr., 10-16", 3-4 mos. dry; NO. 1 C., NO. 2 C., NO. 3 C., all 1x4" & wdr., 10-16", 3-4 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4, 8/4", 6" & up, 4-6 mos. dry; FAS, 1 FACE, 4/4", 4-6 mos. dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", 6" & up, 4-6 mos. dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4, 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", ran. wdths. & lgths., 4-12 mos. dry; NO. 1 C. & SEL., ran. wdths. & lgths., 4-12 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C., 4/4". THEO. FATHAUER CO., Chicago, Ill.

FAS, 4/4". JOHN HANSON LUMBER CO., Chicago, Ill.

FAS, 3/8", 6-10"; FAS, 5/8", 6-10"; NO. 1 C., 3/8, 1/2, 5/8, 3/4, 4/4, 6/4"; CLR. STRIPS, 4/4". THE KOSSE SHOE SCHLEYER CO., St. Bernard, Ohio.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14-16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 1x4" & wider, 16", 3-4 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

FAS, 4/4", 6" & up, 4-6 mos. dry; NO. 1 C. & SEL., 4/4", 4" & up, 4-6 mos. dry. W. M. RITTER LUMBER CO., Columbus, Ohio.

FAS, 4/4"; NO. 1 C., 1/2, 3/4, 4/4"; STIMSON VENEER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 5/8, 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville.

FAS, 5/8, 4/4, 5/4, 6/4"; reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2, 4/4", good wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

SD. WORMY, 4/4, 5/4" good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., pl., 4/4-16/4", good wdths. & lgths., 3 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

SD. WORMY, pl., mixed, 4/4", ran. wdths. & lgths., 4-12 mos. dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 3 C., 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., pl., R. & W., 4/4, 8/4", 4-16", 6-16", dry; NO. 2 C., pl., R. & W., 4/4, 8/4", 4-16", 4-16". J. M. DASHER LUMBER CO., Macon, Ga.

LOG RUN, pl., R. & W., 4/4"; SD. WORMY, pl., R. & W., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., QTD., R. & W., 4/4"; NO. 3 C., pl., R. & W., 4/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 3 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 1 C., 4/4", ran. wdths. & lgths., 4 mos. dry. L. D. LEACH & CO., Chicago, Ill.

LOG RUN, 4/4"; SD. WORMY, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

FAS, 4/4, 5/4, 6/4", over 50% 12" wide, over 70% 14 & 16", dry, soft yellow. AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

SEL. & BTR., 4/4", adv. width, 40-60%, 14 & 16", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", 4-16", 6-16", dry; NO. 2A C. & NO. 2B C., 4/4", 4-16", 4-16", dry. J. M. DASHER LUMBER CO., Macon, Ga.

5/8". EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", ran. width. & lgths., 4 mos. dry. L. D. LEACH & CO., Chicago, Ill.

FAS, 4/4", 7-17", 4-6 mos. dry; FAS, 1 face, CLR. SAPS, both 4/4", 7-9", 4-6 mos. dry; NO. 1 C., 4/4", 5" & up, 4-6 mos. dry; NO. 3 C., 4/4", 3" & up, 4-6 mos. dry; NO. 1 BEV. SIDING, 5" & 6"; SEL. BEV. SIDING, 5" & 6". W. M. RITTER LUMBER CO., Columbus, O.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CLEAR SAP, 5/8, 4/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 4/4, 8/4", reg. wdths. & lgths.; NO. 2 A. & B., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, pl., 4/4", ran. wdths. & lgths., 12 mos. dry; LOG RUN, QTD., 4/4", ran. wdths. & lgths., 4-12 mos. dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". GEO. C. EHEMANN, Memphis, Tenn.

LOG RUN, NO. 2 C., NO. 3 C., all 4/4", reg.

HARDWOODS FOR SALE

wdths. & lgths., dry. LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

LOG RUN, pl., 4/4, 5/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.

WALNUT

NO. 1 C. & BTR., 1/2 & 5/8"; FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; SEL., 4/4 & 5/4", 6/4 & 8/4"; NO. 2 C., 4/4". WOOD-MOSIAC CO., INC., Louisville, Ky.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10" & 10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4, 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; FAS, 16/4", 6" & up, 8-16", 20 mos. dry; NO. 1 C., 5/8", 5/4", 3/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 1 C., 12/4", reg. wdths. & lgths., 15 mos. dry; SEL., 4/4", reg. wdths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4, reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. wdths. & lgths., 8 mos. dry; SEL., 6/4", reg. wdths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

MISCELLANEOUS

WHITE WOOD NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

HDWD. SQUARES, 1x1-18 to 48", 1 1/4x1 1/4-18 to 48", 1 1/2x1 1/2-18 to 48", 2x2-18 to 48". H. F. BELOW LBR. CO., Marinette, Wis.

FLOORING

OAK, ALL GRADES. ANDES NICELY LBR. CO., Knoxville, Tenn.

VENEER—FACE

ASH

ANY GRADE, 1/4" & under, any wdth. up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY GRADE, 1/4" & under, any wdth. up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

BIRCH

LOG RUN, 1/20", 6-36", 50-92"; LOG RUN, 1/28", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY GRADE, 1/8" & under, any wdth up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ELM

ANY GRADE, 1/4" & under, any wdth. up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

GUM

ANY GRADE, 1/4" & under, any wdth. up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

SHEET STOCK, unsel. for color, 1/4", 6-36", 38-98"; 3/16", 6-36", 38-98"; 1/8", 6-36", 50-98"; 1/16", 6-36", 44-98"; 1/20", 6-36", 50-98"; SEL., red for color, SHEET STOCK, 1/8", 6-36", 62-98"; 1/16", 6-36", 50-98" 1/20", 6-36", 49-98"; FIG., red, SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAPLE

LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, white, 1/8", 6-36", 38-98"; 1/20", 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PL. OAK, any grade, 1/8" & under, any wdth. up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

PINE
SHEET STOCK, yellow, 1/8", 6-36", 38-86"; 1/16", 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74 & 86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY GRADE, 1/4" & under, any wdth. up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

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CYPRESS, COTTONWOOD, SYCAMORE,
ELM, AND WHITE OAK.

BAND SAW MILL ARKANSAS CITY, ARKANSAS

Address Sales Correspondence MEMPHIS, TENNESSEE

The **QUALITY** lumber producers.

Honest grades and measurements.

All wide and select stock left in.

National Hardwood Lumber Ass'n rules.

Every courtesy and service extended.

The above is our MOTTO. Straight, clean grades, National Inspection, band sawed, high quality lumber of extra fine widths, 50% or more 14' and 16' lengths. Our lumber is branded T.

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IRON MOUNTAIN

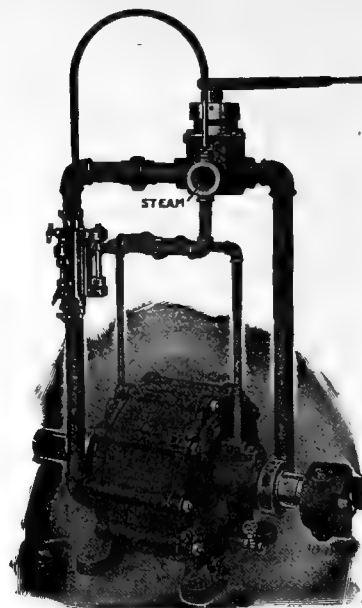
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Manufacturers of

NORTHERN HARDWOODS

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5/4 No. 1 Common & Better.....	100 M'
5/4 No. 2 Common.....	100 M'
6/4 No. 1 Common & Better.....	100 M'
8/4 No. 1 Common & Better.....	40 M'
10/4 No. 1 Common & Better.....	15 M'
12/4 No. 1 Common & Better.....	10 M'
16/4 No. 1 Common & Better.....	15 M'



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Give him a

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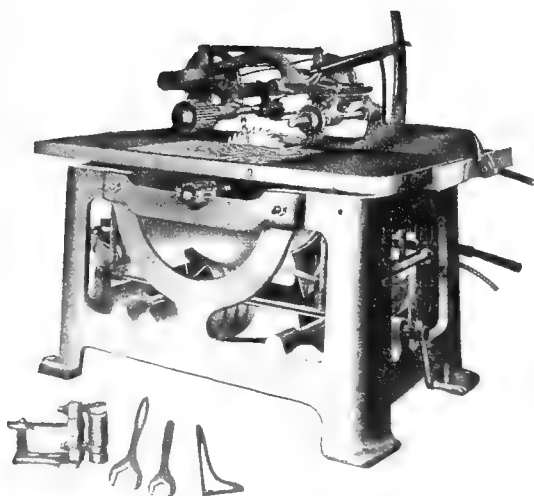
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Easiest Handling

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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

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The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

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INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

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* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, MISSISSIPPI

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 53)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-10) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 12) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

(*See page 8)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 39)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 54)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 12)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 76)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 55)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 9)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 47)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY
Alexandria, LOUISIANA

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 36)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1291

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 8)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 72)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 13)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 56)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 76)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M	70M	200M
4/4" No. 2 & Bet.	6/4" No. 2 & Bet.	6/4" No. 3 Com.

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Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

MAPLE Dry Grn.					
4/4" No. 1 C&B Qtd.	13M	8M	4/4" No. 2 Common	23M	5M
5/4" No. 1 C&B Qtd.	3M	...	4/4" No. 3 Common	26M	...
6/4" No. 1 C&B Qtd.	3M	...	BEECH		
8/4" No. 1 C&B Qtd.	24M	...	6/4" No. 2 C&B	76M	50M
5/4" No. 1 End Dried Wh.	3M	...	5/8" No. 3 Common	100M	...
4/4x6" & up No. 1 C&B Pl.	20M	...	4/4" No. 3 Common	16M	36M
4/4x10" & up No. 1 C&B Pl.	20M	...	5/4" No. 3 Common	40M	...
6/4" No. 1 C&B	503M	...	6/4" No. 3 Common	181M	75M
10/4" 1st & 2nds	12M	...	BASSWOOD		
6/4" No. 2 C&B Soft.	53M	2M	4/4" No. 2 C&B	258M	76M
4/4" No. 2 Common	250M	90M	4/4" No. 2 Common	14M	...
5/4" No. 3 Common	44M	...	4/4" Piano Key White	14M	...
6/4" No. 3 Common	200M	130M	5/4" Piano Key White	5M	...
8/4" No. 3 Common	61M	...	SOFT ELM		
BIRCH			4/4" No. 2 C&B	151M	101M
4/4" No. 2 C&B	104M	13M	4/4" No. 2 Common	14M	...
			8/4" No. 1 C&B	48M	...
			12/4" No. 1 C&B	13M	34M

East Jordan Lumber Co.
EAST JORDAN, MICHIGAN



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as Good as the

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It's the real authority to consult on lumber buyers, wholesale, retail and manufacturers.

Specially good on collections too

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CHICAGO and NEW YORK

"FINEST" MAPLE AND BEECH FLOORING

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W. D. YOUNG & CO.

BAY CITY, MICHIGAN

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SEND US YOUR INQUIRIES FOR ANYTHING IN
Northern and Southern Hardwoods

We specialize in Chestnut Lumber

Geo. D. Griffith & Co.

Birch Maple Elm Oak Poplar

WHOLESALE LUMBER

Chestnut Gum Cypress Basswood

805 LUMBER EXCHANGE, CHICAGO, ILL.
TELEPHONE RANDOLPH 2165

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

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Red Oak · Gum

and other Hardwoods

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EXPERT MANUFACTURE
AMPLE CAPACITY

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KANSAS CITY, U. S. A.



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Northern Hardwoods

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LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
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Hard Maple

WRITE FOR STOCK LIST AND ADVISE
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MANUFACTURERS

**NORTHERN
Hardwoods
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Company**

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Michigan

ILLINOIS

has 214

GRAND RAPIDS VAPOR KILNS

in 26 Branches of the Woodworking Industry

An output of 213,840,000
feet of lumber per annum

GRAND RAPIDS VAPOR KILNS GRAND RAPIDS
MICHIGAN

WESTERN VAPOR KILN CO., SEATTLE, WASHINGTON



TRADE MARK REGISTERED

KOPPEL

U. S. PATENT OFFICE



TRADE MARK REGISTERED

KOPPEL

U. S. PATENT OFFICE

COMPLETE STOCKS always on hand, Frogs, Switches, Track, Cars, Etc.

WRITE OR WIRE FOR PRICES

KOPPEL INDUSTRIAL CAR AND EQUIPMENT CO.

KOPPEL, PENNSYLVANIA

SALES OFFICES:

NEW YORK

CHICAGO

PITTSBURGH

SAN FRANCISCO

DETROIT

TRADE MARK REGISTERED

KOPPEL

U. S. PATENT OFFICE

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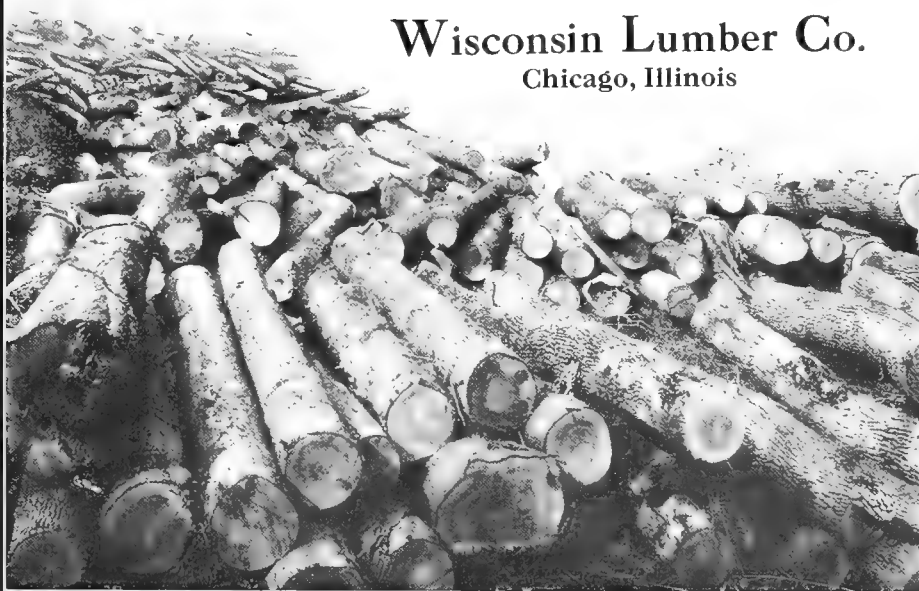
U. S. PATENT OFFICE



The Trade-Mark of Quality Lumber

IT IS an admitted fact that high quality logs are the first essential of high quality lumber. The logs pictured herewith are for the most part now manufactured and a considerable proportion of their product is offered to discriminating buyers of southern hardwoods. Our mill at Deering, Mo., is equipped with every facility for correctly manufacturing highgrade raw material and is manned by an organization trained to maintain the traditional high standard of the WISCONSIN LUMBER COMPANY product—the lumber sold on guaranteed perfection with nothing picked out.

Wisconsin Lumber Co.
Chicago, Illinois



Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**
Quartered Oak
Chestnut **Basswood**
Oak Flooring

Coal Grove, Ohio, U. S. A.

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

Marianna, Arkansas

*Best Lumber
Produced in the South*



Hardwood Record

Semi-Monthly
Twenty-Sixth Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 25, 1921

Subscription \$2.
Vol. L, No. 11

Quality Stock from Selected Logs

Our extensive and diversified forest and mill operations make it possible for us to select and use only choice veneer logs in the manufacture of Chicago Mill Rotary Commercial Veneer



CHICAGO MILL AND LUMBER COMPANY

COMMERCIAL VENEER DEPARTMENT

GENERAL OFFICES
CONWAY BUILDING—111 W. WASHINGTON STREET

CHICAGO

OPERATIONS: CLARENDON, HELENA, AND BLYTHEVILLE, ARKANSAS

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALE

LUMBER

PHILADELPHIA
PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company
MARINETTE**

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

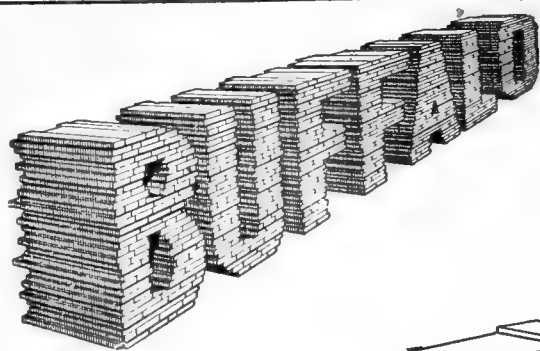
Manufacturers of
**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

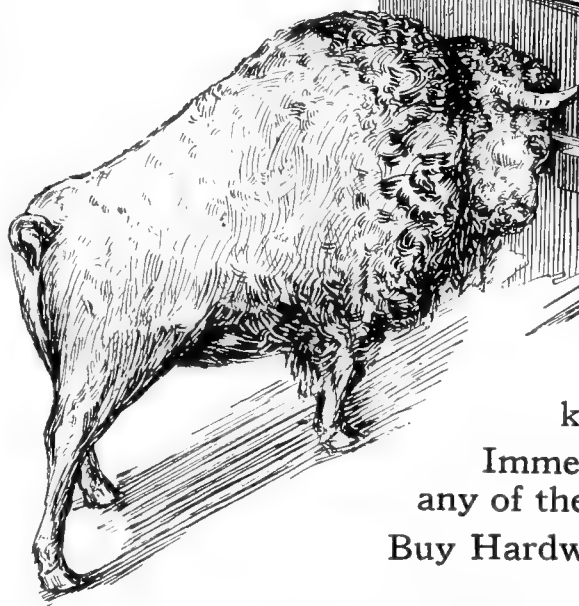
**Sawyer-Goodman
Company
MARINETTE**

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over



FOR HARDWOODS



**Do
you want
prompt shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo.

T. SULLIVAN & COMPANY

HARDWOODS—Ash and Elm

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

HAVE LARGE, DRY STOCK **CHERRY**, 1" TO 4", ALL GRADES
Also all other Hardwoods, White Pine, etc.

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned **HARDWOODS**, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

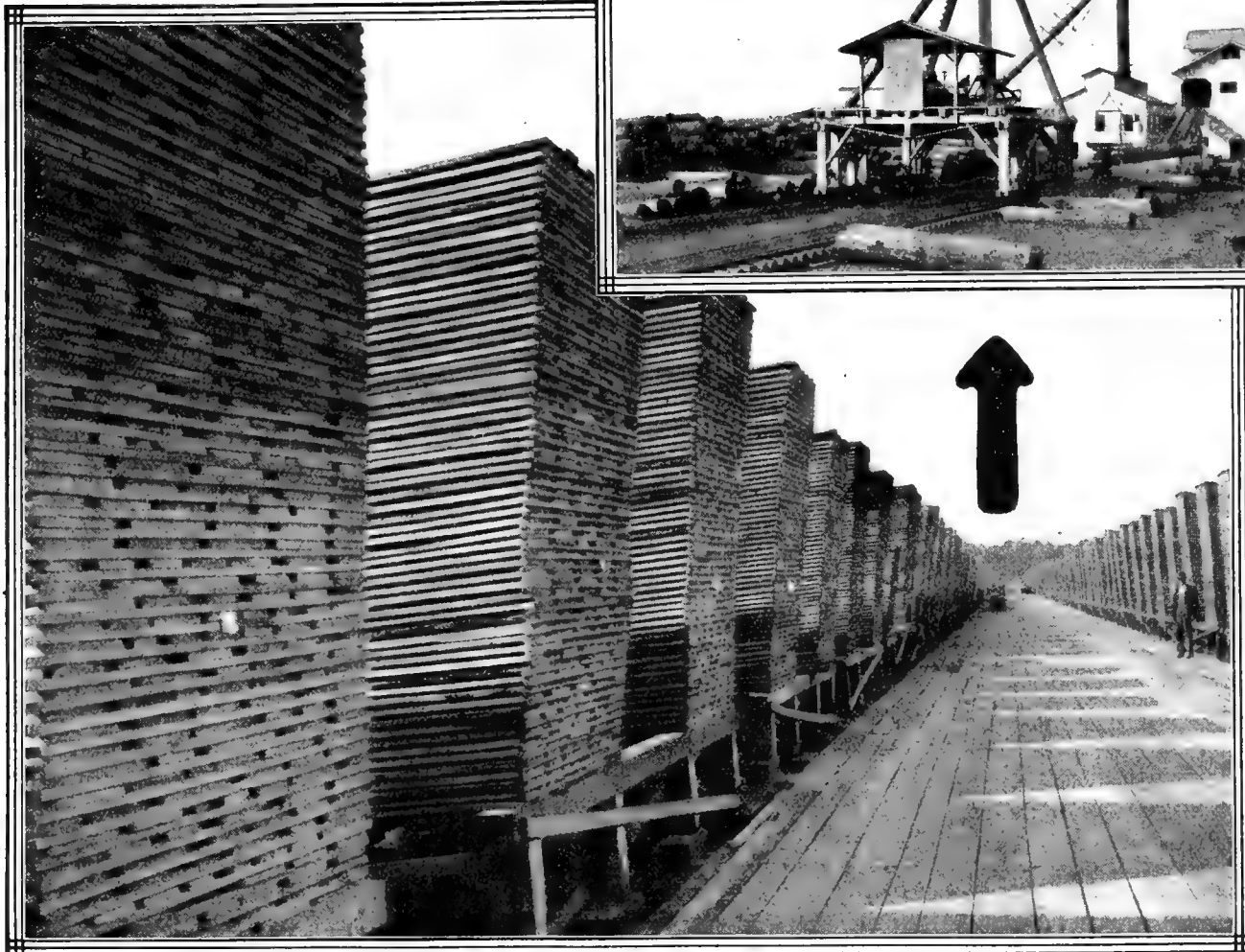
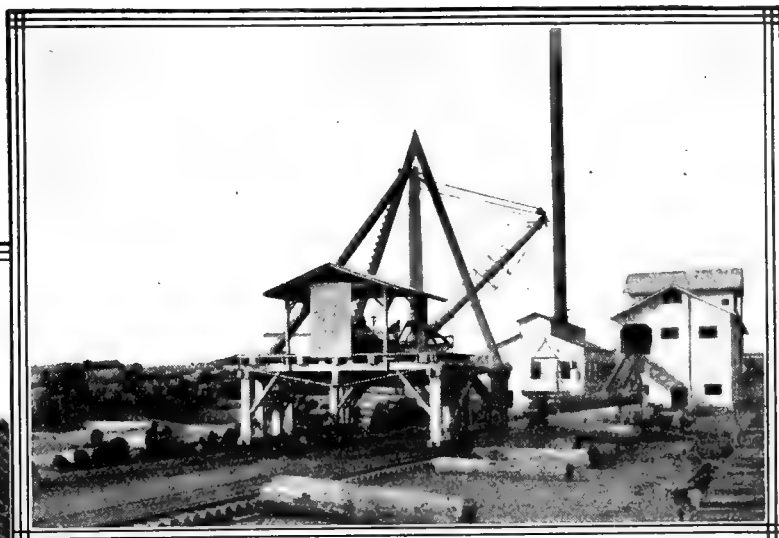
EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET



Southern Hardwoods—Standard Quality

For more than forty years, the name of Pickering has stood for maximum value in timber quality and finished product in southern pine. The same principles and policies responsible for this commanding position also govern in the manufacture and merchandising of

PICKERING
SOUTHERN HARDWOODS

Matching the excellence of our extensive timber holdings is our new hardwood mill at Haslam, Texas, typifying the last word in approved equipment.

*We are ready to quote on and ship Forked Leaf White Oak, Red Oak, Gum and other hardwoods.
Shall we send our representative or submit prices by letter?*

W.R. PICKERING LUMBER COMPANY • KANSAS CITY, U.S.A.

CHICAGO



The World's Greatest Lumber and Woodworking Center

*Time Is the Test
of
Worth*

Hardwood Record

IS ENTERING THE 26th YEAR
OF SERVICE TO THE BUYER
AND SELLER OF HARDWOOD

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

**MANUFACTURERS
HARDWOOD LUMBER**

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

If You Want
the Lumber Buyer to Listen
Say It Through
HARDWOOD RECORD

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE
1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

CLARENCE BOYLE

ESTABLISHED 1850

INCORPORATED

INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN MISS.

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



HARDWOODS

MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH		10/4" No. 2 Common....	12,000'
1" Com. & Btr.....	18,000'	12/4" No. 2 Common....	13,000'
3/4" Com. & Btr.....	26,000'	16/1" No. 2 Common....	13,000'
6/4" Com. & Btr.....	17,000'	MISCELLANEOUS	
8/4" Com. & Btr.....	65,000'	ELM	
10/4" Com. & Btr.....	40,000'	6/4-8/4-10/4" Log Run.	10,000'
12/4" Com. & Btr.....	35,000'	POPLAR	
16/4" Com. & Btr.....	30,000'	4/1" No. 2 Common....	15,000'
4/4" No. 1 Common....	60,000'	COTTONWOOD	
5/4" No. 1 Common....	50,000'	4/4" No. 2 Com. & Btr....	100,000'
6/4" No. 1 Common....	55,000'	SAP GUM	
8/4" No. 1 Common....	60,000'	4/1" No. 2 Com. & Btr....	200,000'
10/4" No. 1 Common....	17,000'	MAPLE	
12/4" No. 1 Common....	16,000'	12/4" No. 2 C. & Btr....	35,000'
14/4" No. 1 & 2 Com....	15,000'	CYPRESS	
16/4" No. 1 Common....	17,000'	6/4" Shop & Btr.....	50,000'
4/4" No. 2 Common....	35,000'	PLAIN OAK	
5/4" No. 2 Common....	40,000'	4/4" No. 2 C. & Btr....	125,000'
6/4" No. 2 Common....	25,000'	QUARTERED GUM, SND.	
8/4" No. 2 Common....	13,000'	6/4" Com. & Btr.....	50,000'

Thompson-Katz Lumber Co.

ASH		PLAIN RED GUM	
6/4" 1s & 2s.....	3,000'	4/4" 1s & 2s.....	4,500'
8/4" 1s & 2s.....	4,300'	5/4" Com. & Btr.....	50,000'
10/4" Com. & Btr.....	16,000'	6/4" No. 1 Com.....	17,500'
16/4" Com. & Btr.....	16,000'	QUARTERED RED GUM	
4/4" No. 1 Com.....	12,000'	5/4" Com. & Btr.....	27,000'
5/4" No. 1 Com.....	27,000'	6/4" Com. & Btr.....	22,000'
6/4" No. 1 Com.....	22,000'	8/4" Com. & Btr.....	30,000'
8/4" No. 1 Com.....	14,000'	QTD. RED GUM, SND.	
CYPRESS		8/4" Com. & Btr.....	65,000'
4/4" Sel. & Btr.....	14,000'	SAP GUM	
5/4" Sel. & Btr.....	18,000'	4/4" 1s & 2s.....	5,000'
6/4" Shop & Btr.....	11,000'	5/4" 1s & 2s.....	137,000'
8/4" Shop & Btr.....	7,000'	6/4" 1s & 2s.....	14,000'
4/4" Shop.....	11,000'	5/4" No. 1 Com.....	114,000'
4/4" No. 1 Com.....	17,000'	6/4" No. 1 Com.....	27,000'
4/4" No. 2 Com.....	10,000'	8/4" No. 1 Com.....	8,000'
ELM		5/4" No. 2 Com.....	35,000'
4/4" Log Run.....	6,000'	6/4" No. 2 Com.....	23,000'
6/4" Log Run.....	11,000'	PLAIN RED OAK	
8/4" Log Run.....	6,000'	4/4" 1s & 2s.....	36,000'
12/4" Log Run.....	19,000'	5/4" 1s & 2s.....	50,000'
		6/4" 1s & 2s.....	37,000'

Welsh Lumber Company

SAP GUM		POPLAR	
4/4" No. 1 Com. & Btr..	3 cars	4/4" No. 2 Com. & Btr..	6 cars
6/4" No. 1 Common.....	1 car	8/4" No. 2 Com. & Btr..	5 cars
8/4" No. 1 Com. & Btr..	5 cars	HICKORY	
QUARTERED RED GUM, SND.		6/4" No. 2 Com. & Btr..	3 cars
4/4" No. 1 Com. & Btr..	1 car	8/4" No. 2 Com. & Btr..	5 cars
8/4" No. 1 Com. & Btr..	4 cars	SOFT MAPLE	
QUARTERED RED GUM		3/4" No. 2 Com. & Btr..	3 car
4/4" No. 1 Com. & Btr..	2 cars	10/4" No. 2 Com. & Btr..	5 car
8/4" No. 1 Com. & Btr..	3 cars	12/4" No. 2 Com. & Ptr. 2 car	
QUARTERED WHITE OAK		ELM	
4/4" No. 1 Com. & Btr..	2 cars	8/4" No. 2 Com. & Btr..	1 car
QUARTERED RED OAK		10/4" No. 2 Com. & Btr..	4 cars
4/4" No. 1 Com. & Btr..	4 cars	12/4" No. 2 Com. & Btr..	2 cars
ASH		SYCAMORE	
8/4" No. 2 Com. & Btr..	3 cars	4/4" No. 2 Com. & Btr..	3 cars
10/4" No. 2 Com. & Btr..	5 cars	5/4" No. 2 Com. & Btr..	2 cars
12/4" No. 2 Com. & Btr..	7 cars	ANY AMOUNT ANY KIND ANY TIME	

S. B. Schwartz & Company

204 Central Bank Building

Mills: Booneville, Miss.

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/4" 1s & 2s.....	1 car	4/4" No. 1 Common....	3 cars
4/4" 1s & 2s, 10" & up...	1 car	5/4" No. 1 Common....	3 cars
5/4" 1s & 2s.....	1 car	6/4" No. 1 Common....	1 car
5/4" 1s & 2s, 10" & up...	1 car	8/4" No. 1 Common....	3 cars
4/4" No. 1 Com. & Btr....	1 car	10/4" No. 1 Common....	1 car
5/4" No. 1 Com. & Btr....	1 car	12/4" No. 1 Common....	1 car
6/4" No. 1 Com. & Btr....	2 cars	4/4" No. 2 Common....	3 cars
8/4" No. 1 Com. & Btr....	3 cars	5/4" No. 2 Common....	1 car
10/4" No. 1 Com. & Btr....	3 cars	6/4" No. 2 Common....	1 car
12/4" No. 1 Com. & Btr....	3 cars	8/4" No. 2 Common....	1 car
16/4" No. 1 Com. & Btr....	1 car	4/4-12/4" No. 3 Com....	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths

SAP GUM		5/4" No. 1 Common....	14,000'
4/4" BB. 8-10".....	20,000'	8/4" No. 1 Common....	13,000'
4/4" BB. 11-12".....	19,000'	QUARTERED RED GUM	
4/4" BB. 13-17".....	30,000'	4/4" FAS.....	11,000'
4/4" FAS.....	40,000'	5/4" FAS.....	14,000'
5/4" FAS, 13" & up....	60,000'	8/4" FAS.....	18,000'
5/4" FAS.....	80,000'	4/4" No. 1 Common....	26,000'
8/4" FAS.....	52,000'	5/4" No. 1 Common....	28,000'
4/4" No. 1 Common....	85,000'	8/4" No. 1 Common....	36,000'
5/4" No. 1 Common....	70,000'	QUARTERED SAP GUM	
8/4" No. 1 Common....	87,000'	4/4" FAS.....	5,000'
PLAIN RED GUM		5/4" FAS.....	10,000'
4/4" FAS.....	15,000'	8/4" FAS.....	64,000'
5/4" FAS.....	12,000'	4/4" No. 1 Common....	7,000'
8/4" FAS.....	13,000'	5/4" No. 1 Common....	14,000'
4/4" No. 1 Common....	48,000'	8/4" No. 1 Common....	68,000'

Ferguson & Palmer Company

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is Dimension
Lumber for Manufacturers
OF

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items cut to order.

438 RANDOLPH BUILDING

COTTONWOOD		5/4" No. 1 Common....	30,000'
4/4" FAS. 6-12".....	100,000'	6/4" FAS.....	14,000'
1/4" No. 1 Common.....	100,000'	8/4" No. 1 Common....	13,000'
YELLOW CYPRESS		SOFT MAPLE	
4/4" Sel.....	50,000'	Spot Worms No Defect	
4/4" No. 1 Shop.....	100,000'	8/4" Log Run.....	267,000'
4/4" No. 1 Common....	300,000'	10/4" Log Run.....	128,000'
4/4" No. 2 Common....	200,000'	12/4" Log Run.....	98,000'
4/4x8" No. 1 Common....	100,000'	QUARTERED WHITE OAK	
4/4x8" No. 2 Common....	100,000'	4/4" No. 1 Common....	100,000'
1/4" Pecky.....	80,000'	4/4" No. 2 Common....	45,000'
5/4" Selects.....	15,000'	PLAIN WHITE OAK	
7/4" No. 1 Shop.....	15,000'	4/4" No. 2 Common....	143,000'
5/4" No. 1 Common....	15,000'	PLAIN RED OAK	
ELM		4/4" No. 1 Common....	360,000'
8/4" Log Run.....	187,000'	4/4" No. 1 Com. & Btr..	
12/4" Log Run.....	45,000'	Sound Wormy.....	100,000'
SAP GUM		5/4" FAS.....	10,000'
4/4" No. 1 Common....	100,000'	5/4" No. 1 Common....	100,000'
4/4" No. 2 Common....	175,000'	6/4" FAS.....	25,000'
8/4" FAS.....	50,000'	8/4" No. 1 Common....	10,000'
PLAIN RED GUM		QUARTERED RED OAK	
4/4" No. 1 Common....	289,000'	4/4" No. 1 Common....	14,000'

Grismore-Hyman Co.

HARDWOODS

MEMPHIS

SOUTHERN HARDWOODS

REGULAR WIDTHS AND LENGTHS	
ASH	
10/4" Log run, 6 mo.....	1 car
8/4" Com. & Btr., 6 mo. 1 car	
4/4" Com. & Btr., 6 mo. 3 cars	
4/4" No. 2 Com., 6 mo. 2 cars	
BEECH	
8/4" Log run, 6 mo.....	2 cars
COTTONWOOD	
4/4" Panel, 18" x up, 6 mo. 1 car	
4/4" B. B., 13-17", 6 mo. 2 cars	
4/4" B. B., 9-12", 6 mo. 2 cars	
4/4" FAS, 13" & up, 6 mo. 2 cars	
4/4" FAS, 6-12", 6 mo. 3 cars	
4/4" No. 1 C., 11" & up, 6 mo. 2 cars	
4/4" No. 1 Com., 6 mo. 10 cars	
4/4" No. 2 Com., 6 mo. 3 cars	
SOFT ELAM	
19/4" Log run, 10 mo.....	3 cars
8/4" Log run, 10 mo.....	3 cars
5/4" Log run, 10 mo.....	1 car
SAP GUM	
4/4" FAS, 6 mo.....	3 cars

Johnson Bros. Hardwood Co.

Regular Widths and Lengths	
QUARTERED RED GUM	8/4" No. 1 Common..... 28,000'
4/4" No. 1 Common..... 17,000'	4/4" Sound Wormy..... 41,000'
QUARTERED SAP GUM	QUARTERED WHITE OAK
8/4" FAS..... 18,000'	4/4" FAS..... 10,300'
8/4" No. 1 Common..... 11,000'	5/4" FAS..... 11,000'
PLAIN SAP GUM	6/4" FAS..... 15,100'
7/4" FAS..... 6,000'	4/4" No. 1 Common..... 11,000'
4/4" No. 1 Common..... 59,000'	5/4" No. 1 Common..... 14,200'
5/4" No. 1 Common..... 24,700'	6/4" No. 1 Common..... 28,600'
5/4" No. 2 Common..... 18,700'	8/4" No. 1 Common..... 15,100'
PLAIN RED OAK	4/4" No. 2 Common..... 31,000'
10/4" FAS..... 15,000'	5/4" No. 2 Common..... 8,500'
4/4" No. 1 Common..... 32,000'	6/4" No. 2 Common..... 8,000'
5/4" No. 1 Common..... 15,000'	POPLAR
6/4" No. 1 Common..... 21,200'	4/4" No. 1 Common..... 58,000'
8/4" No. 1 Common..... 16,000'	6/4" No. 1 Common..... 35,000'
10/4" No. 1 Common..... 31,000'	4/4" No. 2 Common..... 16,000'
4/4" No. 1 Common..... 60,000'	5/4" No. 2 Common..... 16,500'
5/4" No. 1 Common..... 25,000'	6/4" No. 2 Common..... 9,000'
6/4" No. 1 Common..... 13,000'	8/4" No. 2 Common..... 52,000'

Goodlander-Robertson Lbr.Co.

WOOD USERS

Subscribing to HARDWOOD RECORD rate \$348,000 on the average. That's purchasing power you can reach through advertising in these pages.

PLAIN SAP GUM	
4/4" 1s & 2s 6/12".....	15,000'
4/4" No. 1 Com. & Sel.....	50,000'
4/4" No. 2 Common.....	50,000'
4/4" No. 3 Common.....	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Com. & Sel.....	50,000'
5/4" No. 2 Common.....	50,000'
5/4" No. 3 Common.....	50,000'
QUARTERED RED SND	
5/4" Com. & Btr.....	50,000'
PLAIN RED GUM	
1/4" No. 1 Com. & Sel.....	50,000'
4/4" No. 2 Common.....	50,000'
5/4" No. 1 Com. & Sel.....	50,000'
QUARTERED RED OAK	
1/4" 1s & 2s.....	15,000'
4/4" No. 1 Com. & Sel.....	50,000'
SOFT MAPLE	
1/4" Log Run.....	10,000'
8/4" Log Run.....	9,000'
10/4" Log Run.....	30,000'

Geo. C. Brown & Co.

ASH	
10/4" Com. & Btr.....	100,000'
5/4" No. 1 Common.....	50,000'
COTTONWOOD	
4/4" No. 1 Common.....	100,000'
ELM	
8/4" Log Run.....	75,000'
10/4" Log Run.....	50,000'
12/4" Log Run.....	50,000'
16/4" Log Run.....	15,000'
PLAIN RED GUM	
4/4" FAS.....	14,000'
4/4" No. 1 Common.....	50,000'
QUARTERED RED GUM	
8/4" Com. & Btr.....	40,000'
QTD. RED GUM, SND.	
6/4" Com. & Btr.....	100,000'
8/4" Com. & Btr.....	125,000'
10/4" Com. & Btr.....	200,000'
12/4" Com. & Btr.....	150,000'
PLAIN SAP GUM	
4/4" No. 1 Common.....	100,000'
5/4" No. 1 Common.....	75,000'
4/4" No. 2 Common.....	
QUARTERED WHITE OAK	
4/4" FAS.....	30,000'
5/4" FAS.....	50,000'
6/4" FAS.....	25,000'
4/4" No. 1 Common.....	100,000'
5/4" No. 1 Common.....	100,000'
6/4" No. 1 Common.....	150,000'
PLAIN WHITE OAK	
4/4" FAS.....	20,000'
4/4" No. 1 Common.....	100,000'
QUARTERED RED OAK	
6/4" No. 1 Common.....	100,000'
5/4" FAS.....	50,000'
4/4" No. 1 Common.....	75,000'
5/4" No. 1 Common.....	75,000'
PLAIN RED OAK	
4/4" Com. & Btr.....	150,000'
5/4" Com. & Btr.....	80,000'
6/4" Com. & Btr.....	80,000'
4/4" No. 3 Common.....	100,000'

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4/4" FAS.....	5 cars
4/4" No. 1 Com.....	8 cars
4/4" No. 2 Com.....	4 cars

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POPLAR	
8/4" FAS. SND	16,000'
8/4" No. 1 Common	30,000'
4/4" FAS	31,000'
4/4" No. 1 Common	103,000'
4/4" No. 2 Common	130,000'
COTTONWOOD	
4/4" Panel	11,000'
4/4" FAS	37,000'
4/4" No. 1 Common	50,000'
ASH	
12/4" Com. & Btr.	138,000'
10/4" Com. & Btr.	150,000'
8/4" Com. & Btr.	125,000'
4/4" No. 2 Common	105,000'

CYPRESS	
5/1" Com. & Btr.	100,000'
6/4" Com. & Btr.	135,000'
OAK	
4/4" FAS	32,000'
4/4" No. 1 Common	194,000'
4/4" No. 2 Common	102,000'
SAP GUM	
8/4" No. 1 Common	18,000'
6/4" Com. & Btr.	200,000'
5/4" Com. & Btr.	100,000'
4/4" Panel	50,000'
4/4" Box Bds. 9-17"	141,000'
4/4" No. 1 Common	331,000'
4/4" No. 2 Common	300,000'

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"FOR DISCRIMINATING BUYERS"
DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM		PLAIN RED GUM	
4/4" FAS	4 cars	4/4" FAS	2 cars
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5/4" No. 1	5 cars	QUARTERED RED GUM	
5/4" No. 2	4 cars	1/4" FAS	1 car
6/4" No. 1	1 car	5/4" FAS	1 car
8/4" No. 1	1 car	6/4" FAS	3 cars
7/4" No. 2	3 cars	8/4" FAS	4 cars
4/4" Box Bds. 13-17"	5 cars	4/4" No. 1	1 car
QTD. RED GUM, SND.		7/4" No. 1	2 cars
4/4" FAS	1 car	6/4" No. 1	3 cars
5/4" FAS	1 car	8/4" No. 1	6 cars
6/4" FAS	2 cars	PLAIN RED OAK	
8/4" FAS	5 cars	4/4" No. 1	1 car
4/4" No. 1	1 car	4/4" No. 2	2 cars
5/4" No. 1	4 cars	4/4" No. 3	2 cars
6/4" No. 1	2 cars	PLAIN WHITE OAK	
8/4" No. 1	1 car	4/4" No. 1	5 cars

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Mills: Issaquena, Miss.; Percy, Miss.

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We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

SAP GUM

4/4" 1s & 2s	5 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	5 cars
Box Bds. 13-17"	4 cars
Box Bds. 9-12"	7 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	2 cars
6/4" No. 1 Common	10 cars

RED GUM

4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	5 cars

QUARTERED SAP GUM

4/4" Com. & Btr.	5 cars
5/4" Com. & Btr.	3 cars
6/4" Com. & Btr.	8 cars
8/4" Com. & Btr.	5 cars

QUARTERED RED GUM

4/4" Com. & Btr.	3 cars
5/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	3 cars
8/4" Com. & Btr.	7 cars

PLAIN RED OAK

4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	5 cars
6/4" Com. & Btr.	2 cars

ELM

3/4" Log Run	2 cars
6/4" Log Run	3 cars
8/4" Log Run	7 cars
10/4" Log Run	4 cars

POPLAR

4/4" Sap & Btr.	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars

Dacus-Richards Hardwood Co.

QUARTERED RED GUM

4/1" FAS	32,000'
1/1" No. 1 Common	156,000'

PLAIN RED GUM

4/1" No. 1 Common	102,000'
-------------------	----------

QTD. RED GUM, SND

8/4" Com. & Btr.	35,000'
8/1" No. 1 Common	27,000'

QTD. WHITE OAK

1/2" FAS	7,000'
3/4" FAS	5,000'
1/4" FAS	25,000'
1/1" No. 1 Common	129,000'

QUARTERED RED OAK

4/4" FAS	34,000'
4/1" No. 1 Common	123,000'

PLAIN WHITE OAK

4/1" No. 1 Common	63,000'
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PLAIN RED OAK

4/4" No. 1 Common	146,000'
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COTTONWOOD

4/4" FAS	12,000'
4/4" No. 1 Common	60,000'

POPLAR

4/4" No. 1 Common	30,000'
-------------------	---------

Stimson Veneer & Lbr. Co.

INCORPORATED

QUARTERED WHITE OAK

5/8" No. 1 Common	2 cars
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	2 cars
4/4" Com. Strips	2 cars

PLAIN RED OAK

3/4" 1s & 2s	1 car
3/4" No. 1 Common	2 cars
3/4" No. 2 Common	1 car
4/4" No. 1 Common	2 cars
4/4" No. 2 Common	2 cars

PLAIN WHITE OAK

4/4" 1s & 2s	1 car
4/4" No. 1 Common	4 cars
4/4" No. 2 Common	2 cars

MIXED OAK

3/4" No. 3 Common	3 cars
4/4" No. 3 Common	4 cars
4/4" Sound Wormy	2 cars
3/4" Sound Wormy	1 car

PLAIN BLACK GUM

3/4" No. 1 Com. & Btr.	3,000'
4/4" No. 1 Com. & Btr.	2 cars

QUARTERED BLACK GUM

8/4" No. 1 Com. & Btr.	2 cars
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QUARTERED RED OAK

8/4" No. 2 Com. & Btr.	6,000'
------------------------	--------

PLAIN SAP GUM

5/8" No. 1 Com. & Btr.	3 cars
5/4" No. 2 Common	2 cars
5/4" No. 2 Common	1 car
6/4-8/4" Dog Boards	2 cars

QTD. RED GUM, SND.

4/4" No. 1 Com. & Btr.	3 cars
5/4" No. 1 Com. & Btr.	3 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	5 cars

PLAIN RED GUM

4/4" No. 1 Com. & Btr.	3 cars
------------------------	--------

QUARTERED RED GUM

4/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	2 cars
8/4" No. 1 Com. & Btr.	2 cars

CYPRESS

4/4" No. 1 Shop	2 cars
-----------------	--------

ELM

6/4" No. 2 Common	1 car
-------------------	-------

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD

4/4" Com. & Btr.	6 mo. 1 car
------------------	-------------

RED GUM

5/8" Com. & Btr.	6 mo. 1 car
4/4" 1s & 2s	6 mo. 1 car
4/4" No. 1 Common	6 mo. 3 cars

SAP GUM

5/8" 1s & 2s	4 mo. 4 cars
5/8" No. 1 Common	4 mo. 2 cars
4/4" 1s & 2s	4 mo. 1 car
4/4" No. 1 Common	4 mo. 2 cars

QTD. RED GUM

8/4" 1s & 2s	6 mo. 1 car
--------------	-------------

SOFT MAPLE

6/4" Log Run	6 mo. 1 car
--------------	-------------

RED OAK

4/4" 1s & 2s	6 mo. 4 cars
4/4" No. 1 Common	6 mo. 5 cars
3/4" Com. & Btr.	4 mo. 1 car

WHITE OAK

4/4" 1s & 2s	6 mo. 2 cars
4/4" No. 1 Common	6 mo. 5 cars

QTD. WHITE OAK

4/4" Com. & Btr.	6 mo. 1 car
------------------	-------------

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you
knew*

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Service was doing for
your competitor in

the lumber business

you'd not only want the
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you'd have it.

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All Our Logs Are Like These

*These fine white oak logs grew five miles
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Hickory	Sycamore	Chestnut, etc.

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5/8 Selects Qtd. White Oak.....	16,000
5/8 No. 1 Com. Qtd. White Oak.....	40,000
5/8 No. 2 Com. Qtd. White Oak.....	17,000
5/8 FAS Plain White Oak.....	6,000
5/8 No. 1 Com. Plain White Oak.....	40,000
5/8 No. 2 Com. Plain White Oak.....	40,000
5/8 FAS Plain Red Oak.....	25,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 2 Com. Plain Red Oak.....	12,000
5/8 No. 3 Com. Plain Red Oak.....	20,000
5/8 Saps & Selects Poplar.....	17,000
5/8 No. 1 Common Poplar.....	90,000
5/8 No. 2 Common Poplar.....	80,000
5/8 No. 1 Com. & Btr. Sap Gum.....	25,000
5/8 No. 1 Com. & Btr. Red Gum.....	20,000
5/8 Log Run Pl. Sycamore.....	22,000

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in quality and texture.

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Thick Stocks of Excellent Hard
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Basswood, Poplar and Hickory.

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OUR
Indiana White Oak
is just as good as ever

The tree producing these
five white oak logs, cut
within five miles of our
mill, contained 6000 feet
of high grade oak lum-
ber. This is not excep-
tional with us, as we are
running steadily on In-
diana timber of equally
fine character.

CHARLES H. BARNABY
Mfr. of Band Sawed Hardwood Lumber and Veneers
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FOUR BAND MILLS

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PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

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THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

THE President of the United States has declared for a national policy of administrative efficiency, for sound commercial practices, for the omission of unnecessary interference of government with business.

He has pointed with confidence to the forward course of the business cycle. He has declared for progress and action, in the process of readjusting to the new and normal plane.

One of his official family has declared his belief that this new normal plane so far as prices are concerned, should be upon the basis of an average advance of about 70% over pre-war prices.

Mr. Hoover, another of his official family, has indicated, in general, a highly constructive and comprehensive program in aid of and for the betterment of the general commercial and industrial situation.

Business already has a distinctly better tone; the outlook for the future is full of encouraging prospects.

Everywhere is noted the disappearance of that timidity which destroys business, and in its stead is seen the return of the spirit of confidence which is ever the herald of a progressively better business condition.

W. M. RITTER LUMBER CO.
COLUMBUS, OHIO



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Edwin W. Meeker, Vice Pres. and Editor

H. F. Ake, Secretary-Treasurer

Seventh Floor Ellsworth Building
537 So. Dearborn St., CHICAGO
Telephone : Harrison -8087



Vol. L

CHICAGO, MARCH 25, 1921

No. 11

Review and Outlook

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BOTANICAL
GARDEN

General Market Conditions

ON ACCOUNT of the extremely spotty condition that still holds, it is probably wise to refrain from expressing too definite views one way or the other as to the tendency of the present markets. Apparently the somewhat increasing business as reported in the last issue has again eased off, although improved sales have still been recorded from a sufficient number of directions to give proof of their validity. HARDWOOD RECORD still maintains that the discernible improvement noted in recent issues will continue to hold its own, showing eventually a gradual improvement.

One point that must be borne in mind is that it is unwise to make a blanket definition as to improvement or further slackening in business, for what might hold in one line might not hold in another. For instance, certain types of products are utilized in the direction where the prevailing product is more or less in the nature of a luxury, possibly of high price. Here it must be expected that slowness of activity will prevail longer than in other fields, where the product is of the more essential character. In general, though, furniture sales are developing with a rather disappointing slowness. But the shipping out of a certain measure of product continues, and in view of the absolute absence of buying in recent months, stocks of lumber are gradually being worn away with gradual replacement here and there. Furthermore, wise buyers who are financially able are showing their wisdom through stocking up at present figures, it being obvious that prices on hardwoods can not possibly go lower, as they are now in many items considerably below actual cost. In fact, the log run product in most woods is today netting the producer a considerable loss. This is not a guess, but a statement borne out by facts based on actual cost figures of responsible and reputable producers.

The stagnation in the business and unwillingness to cut up non-replaceable timber to be sold at a loss, is bearing more and more heavily on production. It is true, especially in the South, that virtually 100 per cent of the lumber now being produced is the result purely of the accumulation of logs which must be cut up to prevent total loss. Therefore, without some substantial improvement in the near future it may be anticipated that even what is remaining of producing capacity will be shut off as soon as this accumulation is used up.

HARDWOOD RECORD counsels again that hardwood stocks are excellent property today for those who are financially in position to take them on, and anticipates that present evidences of grad-

ually returning business will eventually show up in their true light as bona fide and of real significance.

A Broadminded View is Demanded

WHILE DESIRING TO PRESERVE the amicable spirit of the conference on the downward revision of rates on hardwoods, held between representatives of the Southern Hardwood Traffic Association and the railroads serving the southern hardwood territory, it is impossible to ignore the implication of shortsightedness which the carriers have incurred through their failure to recognize the imperative wisdom of the hardwood manufacturers' demand. It is not difficult to understand that the carriers involved should view with timidity the prospect of letting go just now any portion of their revenues. But if they could summon the courage to accept the problem in its larger aspect they would gain and not lose revenue. There is no question that the present rates on hardwood lumber are having a great deal to do with the almost total lack of movement of lower grades, aside from the enormous effect of the general economic depression. It is apparent that while the general depression prevents the movement of all hardwoods in anything like the volume that obtained prior to June or July, 1920, the general stagnation of lower grade hardwoods would not be, were it not for the prohibitive barrier of freight rates. Reduce these rates to reasonable levels and the movement of the lower grades will undoubtedly be quickened. If they are maintained, recovery of this movement will be painfully slow, if not altogether impossible.

The carriers should recognize that not only are the hardwoods suffering from the burden of the increased rates granted under Ex Parte No. 74, but that they are also impeded by an accumulation of inequitable advances, advances which in some instances have more than doubled freight costs since 1914. In other words, the advances under Ex Parte No. 74 constituted the straw which at last broke the camel's back. The percentage advances authorized under this act should never have been applied to hardwoods, in fact, to forest products. The contention made by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, that forest products, a low grade commodity having long haul and paying relatively high transportation charges, could not bear the same increase as placed upon the general classes of traffic and continue to move should have been sustained. Since this contention was made the country has passed into an era of severe depression, which has complicated the situation, but has not altered the facts of the case.

However, the foregoing is more or less a post-mortem examina-

tion. The conference with the carriers has been held and no relief has come of it. Therefore, the manufacturers of southern hardwoods will be forced to appeal to the Interstate Commerce Commission. In the closing statement of its order Ex Parte No. 74 the commission assumed that this order, issued in haste to meet an emergency, might have imposed impracticable and unjust burdens on certain commodities and that such impositions would have to be removed. It was suggested that the need for such adjustments be first taken up with the carriers in order to expedite correction. But now that this course has failed to bring relief to the hardwood shippers, they can only present their case to the commission.

In the meantime nearly sixty percent of the production of southern hardwood mills is locked out of the market. Producers are being forced to leave millions of feet of logs in the woods to rot, and millions of feet of No. 3 grade southern hardwoods are being used for fuel. All this in the face of the crying need for the conservation of the country's rapidly dwindling hardwood resources; in the face of nation-wide efforts to enact measures that will arrest the devastation of woods and preserve the proper volume of this commodity for future generations.

HARDWOOD RECORD is hopeful that the Interstate Commerce Commission will be broad-minded where the carriers have been shortsighted and that this unjust and wasteful situation may be corrected in the early future.

War Industries Board Recommends Restricted Trade Associations

A REVIEW OF "AMERICAN INDUSTRY IN THE WAR," which is the final and full report of the War Industries Board, was made public on March 20 by the Council of National Defense, and will be of direct interest to the lumber industry in that it describes a recommendation for the combination or association of industry, under certain defined restrictions. The review says of this recommendation, which appears to be one of the most important conclusions the War Industries Board has drawn from its experience:

Encouragement of permanent intimate combinations or associations of industry under government supervision, involving a radical change in the present attitude of the government toward such groupings, is recommended in the final report of the United States War Industries Board just completed by Bernard M. Baruch, who was the board's chairman. This is one of the conclusions the board came to as the result of its successful direction of industry during the war in conjunction with the temporary associations of the various industries evoked by the war necessity. It is held that great public benefits in the way of prices and abundance of goods, resulting from economies in production and distribution, are capable of being effected through mutual co-operation of members of industrial groups, and that the present governmental policy of enforced isolation and costly competition is not conducive to the general welfare.

But as the same power born of association that make for potential benefits may also make for potential injustices, it is recommended that there be created some sort of government agency which shall supervise such associations, both for the purpose of promoting their beneficent possibilities and checking their opposite potentialities.

A concise recommendation is also made for the maintenance of a skeleton organization along the lines of the War Industries Board which by reason of its form and peace-time contact with industry would be

capable of immediate expansion and action in the emergency of another war.

Further delineation of the Board's ideas of the permission and regulation of trade association is contained in the concluding paragraph of this review. The review says:

There should be established some sort of government tribunal....As a purely civic measure legislation (should) be adopted that will permit the continued functioning of the industrial groups represented by the war service committees and the related associations of manufacturers, whose establishment was forced by the war exigency. 'These associations, as they stand, are capable of carrying out purposes of the greatest public benefit. They can increase the amount of wealth available for the comfort of the people by inaugurating rules designed to eliminate wasteful practices attendant upon multiplicity of styles and types of articles in the various trades; they can assist in cultivating the public taste for rational types of commodities; by exchanges of trade information, extravagant methods of production and distribution can be avoided through them, and production will tend to be localized in places best suited economically for it.' While the continuance of these associations in peace is recommended as an economic reform pure and simple, it is pointed out that their existence, would be of incalculable aid to the supply organizations in time of war. As the associations have power for evil as well as good—such for example as unduly restricting production and lifting prices—they must be under strict governmental control. The agency of such control should act both positively and negatively to the end that the good of association might be encouraged and the evils prevented—that the economics of co-operation might be reflected in reduced costs to the consumers rather than in excessively enhanced profits.

In sum, the need of trade associations is recognized, but the principle is laid down that their functions must be primarily directed toward the public welfare and secondarily toward the welfare of the industries associating. In order that the proper direction of these functions may be obtained it is recommended that a Federal commission be established for their regulation. There is considerable room for doubt whether such a plan would stand the best of practical operation. Certainly no group of commerce or industry would care to conduct an association for purely altruistic reasons.

No Reason for 1914 Prices

THE PRESIDENT OF THE LUMBERMEN'S ASSOCIATION of Chicago is involved in a controversy with a Chicago architect, who published in a Chicago newspaper a statement in which he purported to show that prices of construction lumber are approximately 150 per cent higher than in 1914. This architect accused the lumbermen of insincerity in advertising that lumber prices are 50 per cent, as he said, below the peak prices of 1920, while making no comparison of the present reductions with 1914 prices. In his reply to this indictment the president of the Lumbermen's Association of Chicago accused the architect of misstating facts, and presented his own comparison of present with 1914 prices, showing that the advance has been only some 60 per cent, 20 per cent of which is chargeable to increased freight rates. There is every reason why they should be considerably higher, as new and higher commodity levels have been definitely established by the events of the last six years.

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PIECE NO.	ASSEM. NO.	HOW MANY	NAME	SIZE OF STOCK	MATERIAL	MULTIPLE LENGTH	LBS. FEET	CHANGE NOTICE	REMARKS
1675A		8	Door Frame	3/4" x 2 x 43"	Soft Pine				
1732A		8	Door Frame	3/4" x 2 x 16"	"				
1625A	PA315-22	4	Batch	* 16 x 3/4" x 3"	Steel #1	150"			
1862A	PA315-22	4	Hook	* 10 x 1" x 2"	Steel #3	160"			
	PA315-22	4	R H Rivet	* 12 x 3/8"					
1879A	PA315-22	4	Plate	* 18 x 2 x 2"	Steel #2	140"		160	
		2	Glass	14" x 37"	Glass DS				
645A		2	Panel	3/8" x 15" x 38"	Birch				
890A		32	Dowels	1/4" Rd x 1 1/4"	Soft Pine	52"			
167A		8	Hinge Blade L.	* 14 x 3/4" x 1 1/2"	Steel #1	180"			
190A		8	Hinge Blade R.	* 14 x 3/4" x 1 1/2"	Steel #1	180"			
		8	Pins	1/8" Rd. x 1 1/2"					

Fig-1

tion and successful operation of common sense management is largely governed by conditions peculiar to the individual business or industry, as well as the management. Many failures are traceable to the application of the fundamental principles of management in too strict a sense, losing sight of all else except the laws or principles as they exist, due primarily by attempting to force upon an organization too much of the new "Science"; in other words, applying laboratory methods to practical conditions. Briefly, the conditions met with are as follows:

Third—Local conditions.

The above factors, if properly handled and made to function in proper relation to one another, will make for successful operation, satisfactory both to management and worker.

Fig-2

There is in operation the country over distinctively different type cost systems, many based upon very superficial information as to the various factors entering into or making up the final cost. Unfortunately very often methods or systems are laid out by bookkeepers and accountants who have only the clerical and accounting end of cost in mind.

Foremen Should Be Trained

Systems having their origin in the office, as a rule, depend upon the foremen for their labor cost and material, as the practice in many plants is for foremen to fix their own piece work prices, this being considered part of the foreman's duty. Much good can be accomplished by teaching foremen how to make time or motion study; this can be arranged by calling them together once a week. Talks on efficiency (personal and mechanical), routing of stock, methods, machinery and the pointing out of difficulties the other departments encounter will accomplish much in the way of giving him a clearer understanding of these conditions; it will make him

There is no subject that has received more attention by managers of industrial establishments in the past decade than that of scientific or industrial management. Many view it in the light of a panacea for industrial ills, others with distrust, because of its high sounding and misleading title. The writer prefers to call it "Common Sense Management." That is what it amounts to by putting well known principles of business into operation on the basis of common understanding and co-operation. The applica-

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a better foreman in his department and make for better co-operation with his fellow foremen. The plan is to provide him with a stop watch, a pad and pencil, then have some one assemble an article made in the plant, carefully noting movements and time as each operation is performed. The time required to perform the individual step, or operation, is noted and when all operations are completed the total time required to do the job is found. Compare notes to determine if waste or lost motion have been eliminated. It will arouse interest in the new method of fixing prices if they are to do it, or the rate setter will meet with fewer objections, because the foreman can judge and satisfy himself as to the correctness and ability of the workman to do a certain job. Besides, it is of general educational value. Some contend that bad work is the result of piece work. It is to be admitted that closer inspection is required because of it. However, if the methods are properly worked out much can be done to train men to work carefully and conscientiously, making the preceding operation responsible for any defect discovered. (This will be mentioned again.) This will cut down inspection to a minimum. It is practical.

The first and most important step in introducing piece work methods is to make the organization thoroughly acquainted with the intent and purpose of the new undertaking, for if not properly understood by the worker the effort will meet with opposition. Then, too, a small beginning should be made in various parts of the plant so as to gradually accustom the workmen to the new method of operating the plant, bearing in mind that not most but best out of men makes for success. The man in charge of this work must be honest, frank, and have the interest of both employee and employer at heart; must understand manufacturing in detail, both from a theoretical and practical standpoint. He must be a diplomat, a mixer, to be able to meet the fellow who sweeps the floor as well as the man who reclines in the mahogany chair. Much depends on this man who is to introduce the new plan of operation, and if endowed with proper qualifications his efforts will meet with success.

The foreman's part in the system is deserving of much consideration. He is the man who works directly with the producer; on him depends much which will make the introduction of the new methods a success. On the one hand we have a man who can get along with his men but fails in production; on the other, a man who understands production but fails in having the co-operation of his men. Both are failures. The methods of management properly presented and applied will tend to improve both, provided each is fair with himself, allowing the new principle to act in the direction of their respective weaknesses.

The operator will often introduce false motions, simply to fool the observer; for this reason, the man doing the observing must be conversant with mechanical details, operations and motions, to instantly detect such action. Often the operator will do this in ignorance. In such a case the foreman must be in a position to suggest different means or methods of handling the work.

Practical Illustrations

The laws or principles underlying common sense management, its advantage and application can best be presented by illustration from a successful operating system. The application of the following plan and methods grant that the organization is complete and functioning as it effects the executive and sales division. The sales department submits an order to the production, or planning, department, showing delivery date goods are wanted. The planning department upon receipt of the order refers it to the bill of material (Fig. 1) as to the parts making up the article. For sake of convenience in manufacturing, assembly and shipment, the article is arranged or broken up into bundles, bundles in turn into part assemblies, the latter into piece parts. The parts are now scheduled on monthly layout (Fig. 2), or on whatever basis of time the article must be produced, in accordance with the delivery date named by the sales department. It also shows the delivery dates of the different departments. The piece parts are next referred to the piece parts record (Fig. 3 & 3A) to determine parts on hand

made up. For parts not on hand reference is made to raw material stock and purchase record (Fig. 4 & 4A). If material is not on hand a requisition is placed with the purchasing department. The planning department, through the purchasing department, traces material in accordance with the delivery date established by sales department, and the schedule dates to factory by the planning department on tracer (Fig. 5).

Getting the Product Out

In the event the article or articles manufactured are of sufficient variety and quantity and made up of wood, steel and castings, it is well to place a man in charge of the different divisions, making him responsible for the output. It is the division head's duty to see to it that his department or departments are fully supplied with materials to meet the schedule dates. The division sets a date three or eight days in advance of the regular due date, files same so as to come up automatically, as a precaution against some emergency, so as to allow ample time to produce the part. For example: It is required to produce a given article in 30 days. He files the "follow up" for the twenty-fifth day, and on that day he is reminded to look after that particular job, calls the foreman and finds that for some unexplainable reason the job is sidetracked. He issues instructions to have the job pushed ahead over anything that may hinder its advancement, for completion by the due date. This serves very well where no daily machine operation or piece part schedule is maintained.

The heads of divisions must co-operate with one another in every possible way. If one gets behind for reasons beyond his control, he must advise the others and, upon conference, devise such changes that will meet the final requirements. As long as everybody is informed as to conditions, each can switch the preceding or following work in such manner that in the end he will not have lost any time. The successful operation of the plan lies in the co-operation of these divisions. If nothing happens in the way of breakdown of machinery, materials not arriving on scheduled date, man becoming ill, or other contingencies, most anyone can manage such division. But it is when these matters do not come through as originally planned that make for the test of having to meet the emergency. It is the man who can extricate himself when completely surrounded by mishaps and carry to conclusion the work originally planned, who need not be concerned as to the successful operation of the method or plan—with such a man, delivery dates are assured.

Having disposed of the material not on hand contingency, attention is now directed to the raw materials on hand, by making up piece parts production sheet (Fig. 6) from the monthly layout. It will be noted that the production sheet is so arranged that it serves for a number of years. This practice prevents writing the ticket for each production season or fiscal year. The routing or follow ticket is practically a copy of the production ticket, showing the piece part number, the size of stock, how many to be made and the machine routing, as well as delivery to section in finished stock department, remaining with the piece part from the raw material to final delivery to stock.

The clerk or timekeeper in the factory office will post production against the requirement or schedule. Any discrepancy upon completion of the job is at once detected. It will show whether the operator turned in more or less than called for. It is checked upon completion of the job and returned to the planning office, which applies the production against monthly layout and piece part record. When all of the piece parts making up the parts are assembled, bundles, or "whole," are received by the production office as completed and applied against the different records. Requisition (Fig. 7) is made out by the planning department on finished stock department for delivery to assembly department. Should the finished stock department discover a shortage, the planning department is notified at once by the return of the requisition, or if a portion of it is delivered, showing the amount short of the quantity to be delivered. If delivery is completed it is duly signed

(Continued on page 26)

Electrically Driven Sawmills

By Allan E. Hall, Milwaukee, Wis.

(Continued from March 10 Issue)

18 Sawmill boilers are either ordinary horizontal tubular or of water-tube types. When burning sawdust a large furnace is required, which is generally of Dutch-oven design. A fuel-storage house is built close to boilers, with the fuel conveyors arranged either to discharge sawdust from the mill direct to the furnaces or to carry it on to the storage house and return it when needed. When the belted mill and non-condensing Cor-

liss engine are replaced by the condensing steam turbine and motor-driven mill the steam consumption of the prime movers will be cut about one-half, which allows a reduction of boiler capacity to be considered in comparing the cost of the entire plant. The boiler capacity needed for various auxiliary steam cylinders used in the mill will of course remain the same as before.

19 The belted sawmill, except in plants too small to be of practical interest, is generally driven by a simple non-condensing Corliss engine. It has not been found worth while to install compound or condensing engines when fuel was valueless, simply for the reduction in boiler plant. When motor driving of a proposed plant is in contemplation, the prime mover may be a simple or compound, condensing or non-condensing, steam engine direct-connected to the generator, or else a steam turbo-generator. Fuel cost of course makes the gas or oil engine out of the question and plant cost eliminates hydroelectric power except in rare cases.

20 It has been said in an earlier paragraph that the standard sawmill plant includes a planing mill. This should be placed 200 feet or more from the nearest roofed point of the sawmill proper (to meet insurance rules), which means 300 to 600 feet from the main power house. Motor driving of new planing mills, except when very small, has become almost universal, so that this is generally assumed at the start. If we belt-drive the sawmill, we must then have one prime mover for it, and a steam-electric plant for the planing mill. It is obvious that there should be only one boiler plant and one engine room, containing both prime movers. But if the sawmill as well as planing mill is electrically driven, the two prime movers may be combined into one large enough to drive both mills, which is economical in first cost and is often done.

21 For the same reasons which have brought it into favor in other industries, the condensing steam turbo-generator has become almost universal in motor-driven sawmills; and compound condensing engines are not now running in any mill with which the writer is acquainted. When deciding on the method of power transmission, the choice for large mills is commonly made between (a) a sawmill belted from a simple Corliss engine and a planing mill motor-driven by a steam turbo-generator, and (b) both mills motor-driven by a turbo-generator. The comparison of costs which follows is on this basis for the larger mill, though for the smaller

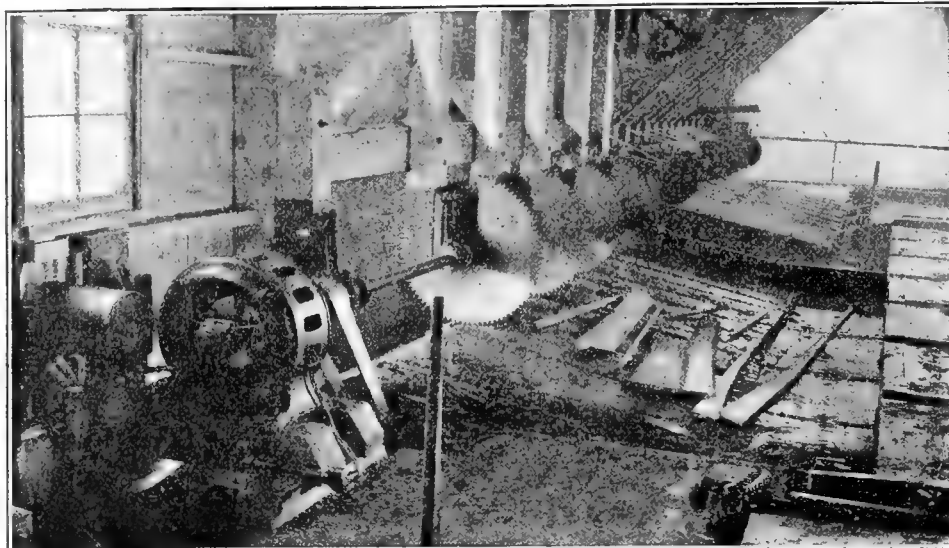


Fig. No. 5.—Overcut Slab Slasher in the mill of D. K. Jeffris & Co., Jeffris, Louisiana, driven by an induction motor.

one both mills are belted from engines.

22 The power factor of the generator in this class of service will be low, averaging about 70 per cent. In one case, when first installed, the power factor was 64 per cent, and a synchronous condenser was installed in the power house, doing no mechanical work but raising the power factor to 80 per cent. In general, no auxiliary equipment for power-factor correction is used, but a gen-

erator sufficiently large to do the work at low power factor is purchased. It is to be remembered that we are always assuming fuel to be of no value, so that small differences in steam consumption are not material.

23 In a shaft-driven mill the weight and cost of the lineshaft and various countershafts are considerable. The power-receiving section of the lineshaft is about four inches in diameter in a single band mill, and eight inches to ten inches in diameter in the largest mills, and the shaft may be 300 feet long. In large mills countershafts will be required for the log jack, log cut-off saw, log canter, band mill, gang mill, resaws, edgers (this requires a right-angle drive, usually through mortise gears), slasher, trimmer, hog, lumber sorter, timber trim saw and lath mill. When the individual motor drive is installed, all these shafts with their attachments are not required; and the difference in the total of sawmill machinery is almost entirely in these omissions. All the cutting machines, conveyors and transfer and roll drives will be little changed. The amount of this saving is given below in three cases, the figures covering all sawmill machinery proper, installed, but no power-house equipment.

	Mechanical Drive		Electrical Drive	
	Weight, Lb.	Price	Weight, Lb.	Price
Mill No. 1.....	445,296	\$112,345	402,749	\$104,410
Mill No. 2.....	701,500	173,560	620,000	153,698
Mill No. 3.....	763,150	189,079	674,150	166,789

24 In driving sawmills by motors the main driving belt is saved and most of the cutting machines can be directly connected to motors. The small auxiliary machinery can usually be grouped so as to drive from three to five units with one motor, through a small countershaft and belts. This reduces the number of small motors, but increases the belting. The proper balance between motor cost and belting cost is a matter of judgment for the owner or engineer. It is not practical to design a sawmill entirely without belts, but the belting may be reduced to 25 per cent (or less) of that needed for a shaft-driven mill; and all angle and quarter-twist drives may be taken out. For the three mills given above, the belting estimate follows:

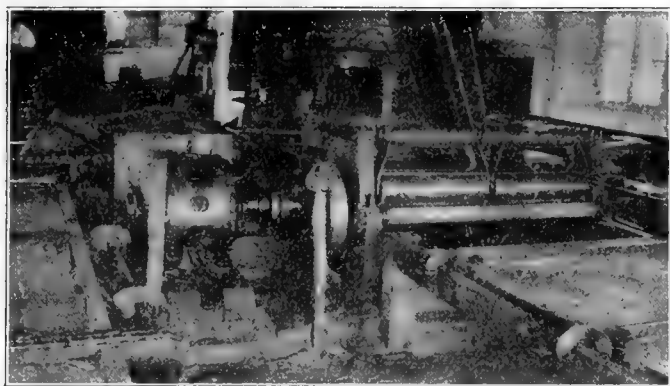


Fig. No. 6—Direct Connected Edger, Black River Lumber Co., Willets, La. (Formerly D. K. Jeffries & Co.)

	Mechanical Drive	Electrical Drive
Mill No. 1.....	\$10,500	\$2,567
Mill No. 2.....	10,500	5,133
Mill No. 3.....	16,800	5,302

25 In Mill No. 2 the line shaft was driven by manila rope from the engine, the rope costing much less than a belt, but the rope sheaves and tension equipment more than for a belt drive, so that total first cost did not differ greatly between belt and rope drive.

26 Sawmill and woodworking machines are almost always driven at constant speed, in one direction, and (except band mills, band resaws, and a few other cases) can be started at light load; so the squirrel-cage induction motor is generally applicable. The direct-current open motor is of course objectionable on account of fire risk from sparking commutators. For driving band mills, heavy band resaws, and in other places where large starting torque is necessary, the wound-rotor motor with starting resistance is used. The current (60-cycle, 3-phase) is commonly generated and used at either 480 or 600 volts, avoiding the use of transformers except for lighting. As all the motors will be probably set within 600 to 800 feet of the power plant, the saving in wiring does not justify high generator voltage and transformers.

27 Tables 1 and 2 give the comparative cost of sawmills complete, motor-driven and shaft-driven. Table 1 shows the comparison for a single band mill of simple design, and Table 2 the comparison for a mill having two bands and one resaw. Owing to the instability of current prices, these figures are subject to wider variation than on a settled market, but they will illustrate the desired point. The prices include sawmill and planing mill, and for the large plant dry kilns are included. The boiler, engine and fuel houses are built with a steel roof frame covered with galvanized iron, or of brick with a steel roof framing and fireproof covering. The sawmill and planing-mill buildings are of timber construction, although as they are the same for either kind of drive, their cost does not affect the comparison. All machinery prices include estimated cost of erection.

TABLE 1 COST OF COMPLETE SAWMILL PLANT SINGLE BAND MILL. DAILY CAPACITY 30,000 FT.

Mechanical Drive	Electrical Drive
Boilers, 450-hp.	Boilers, 300-hp.
Engine for sawmill, 200-hp. Corliss. . .	Steam turbo-generator, 300-kw. max., with condenser and exciter . . .
Engine for planing mill, 100-hp. slide valve. . .	Pumps, heater, piping and all power-house accessories . . .
Pumps, heater, piping and all power-house accessories . . .	Switchboard . . .
Boiler and fuel house, 50 ft. by 36 ft. . .	Boiler and fuel house, 50 ft. by 27 ft. . .
Engine house, 50 ft. by 34 ft. . .	Engine house, 20 ft. by 34 ft. . .
Sawmill and planing machinery, complete. . .	Sawmill and planing machinery, complete . . .
Belting . . .	Belting . . .
Electric-light plant, 25-kw. . .	Electric-light plant, 25-kw. . .
Sawmill and planing-mill buildings. . .	Sawmill and planing-mill buildings. . .
	Motors and wiring . . .
\$102,550	\$113,550

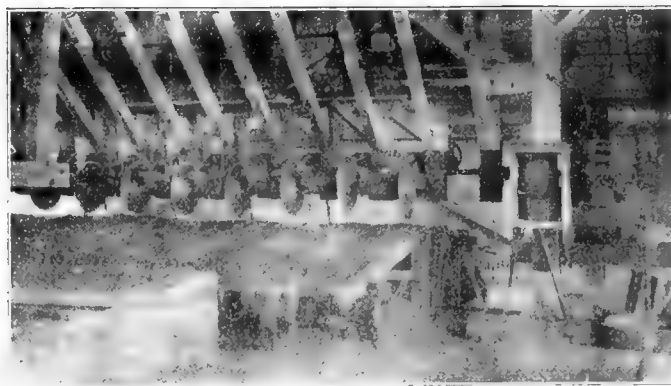


Fig. No. 7—Motor Driven Trimmer, Black River Lumber Co.

28 In Table 1 the estimated cost of the plant is about 11 per cent higher when motor-driven. In Table 2, for a larger mill, the first cost may be 8 per cent less for the motor-driven mill than for the other. Most lumber manufacturers and engineers in discussing the subject have assumed that the motor-driven mill is more expensive in first cost; but the table shows that it is quite possible for the motor-driven mill to be cheaper in the sizes of mills most often built.

29 In operating expense the motor-driven sawmill makes a saving in power-transmission loss, upkeep of shafting and belting, use of oil, waste and supplies, depreciation, fire risk and insurance

TABLE 2 COST OF COMPLETE SAWMILL PLANT DOUBLE BAND AND RESAW MILL, DAILY CAPACITY 120,000 FT.

Mechanical Drive	Electrical Drive
Boilers, 1600-hp.	Boilers, 1500-hp.
Engine for sawmill, 615-hp. Corliss. . .	Steam turbo-generator, 1250-kw. max. with condenser and exciter . . .
Steam turbo-generator for planers and lighting, 750-kw. max. with condenser and exciter . . .	Pumps, heater, piping, etc. . .
Pumps, heater, piping, etc. . .	Switchboard . . .
Switchboard . . .	Boiler house, 52 ft. by 45 ft. . .
Boiler house, 52 ft. by 60 ft. . .	Fuel house, 30 ft. by 64 ft. . .
Fuel house, 30 ft. by 80 ft. . .	Engine house 42 ft. by 40 ft. . .
Engine house, 42 ft. by 60 ft. . .	Sawmill and planing machinery, complete . . .
Sawmill and planing machinery, complete. . .	Belting . . .
Belting . . .	Sawmill and planing-mill buildings. . .
Sawmill and planing-mill buildings . .	Motors and wiring . . .
Dry kilns, 5 rooms. . .	Dry kilns, 5 rooms. . .
\$458,950	\$420,080

premium. The greater flexibility of the machinery installation, and the greater safety on the transmission floor, are self-evident. There is a gain in production of lumber. In the rare cases where a market exists for all surplus wood, every ton saved by more economical power means increased revenue.

30 Table 3 gives figures on the power consumption of a number of sawmills, no planing machinery being included except in the case of Mills Nos. 8, 9 and 10.

(Continued in April 10 Issue)

TABLE 3 POWER CONSUMPTION OF VARIOUS SAWMILLS.

Mill No.	Drive	Timber	Capacity per 10 hr., ft.	Average horsepower	Horsepower consumed per 1000 ft. of lumber sawed
1	Mechanical	Sugar pine	114,000	610	5.36
2	Mechanical	Yellow pine	175,000	1,014	5.86
3	Electrical	Sugar pine	107,000	379	4.39
4	Electrical	Fir	140,000	600	4.28
5	Electrical	Yellow pine	225,000	1,090	4.87
6	Electrical	Fir	125,000	600	3.80
7	Electrical	Mixed hardwood	85,000	672	4.90
8	Electrical	Yellow pine	190,000	2,140 ¹	11.26 ¹
9	Electrical	Fir	115,000	1,260 ¹	10.96 ¹
10	Electrical	Fir	121,000	1,152 ¹	9.32 ¹

¹ Power for entire plant, including planing mill

No Relief from High Rates Promised

There will be no immediate relief from the high freight rate on hardwood lumber from southern and southwestern producing points to consuming territory in the United States.

This was disclosed at the conference held at the Hotel Gayoso in Memphis Tuesday, March 15, between 200 members of the Southern Hardwood Traffic Association and officials representing the principal lumber carrying roads in the South and Southwest.

This conference was called by the former because of the belief that present freight rates are responsible in large measure for the stagnation in the movement of lumber.

The lumbermen, in presenting their contentions, insisted that the very life of the industry is at stake for the reason that the percentage advance of last August had destroyed all rate relationships and had made it impossible for southern producers to compete with manufacturers in other parts of the United States. They asked, first, that rates on all grades be restored to the level prevailing prior to August 26, 1920, and, failing to secure any encouragement on that score, proposed that the straight percentage increase be modified by an advance "in cents per hundred pounds."

The railway executives listened attentively to the facts submitted by the lumbermen and then countered with the statement that the railroads are "only a few jumps ahead of the sheriff," that they are not earning fixed charges much less the 6 percent provided by the Transportation Act, that the lumbermen are suffering just like all business interests, that general depression rather than excessive freight rates is responsible for the failure of lumber to move, and that the railway executives could not make reductions in existing tariffs for the reason that the rate-making machinery is in Washington. They indicated that, under no circumstances, would any rate reductions be undertaken before there had been substantial decrease in the cost of labor, fuel and supplies. They did not promise that there would be any lowering in rates even then, though they intimated that just such a development was contemplated when the transportation act was passed by Congress. They did not believe that reductions in rates would stimulate the movement of lumber and they pointed out that such reductions would be disadvantageous to the railroads without proving of assistance to the lumbermen.

Rail Wage Cuts Urged

The first act of the association was the adoption of resolutions petitioning the President and Congress to take such action as would bring about early abrogation of the National Agreements and as would leave the railroads free to make individual contracts covering the pay of their employees, and it pledged the support of this organization in the effort to have all other hardwood lumber and woodworking organizations take similar action at the earliest possible moment as a means of enabling the railroads to solve the vital problem of present labor costs. Railway executives characterized these resolutions as "striking at the very heart of the matter, high railway wages," and each official bore a copy of the resolutions home with him, but appreciation did not get beyond the "thank you" stage.

The lumbermen presented their case through S. M. Nickey, president of the association; James E. Stark, former president; J. H. Townsend, secretary-manager; Walker L. Wellford, chairman of the rate adjustment committee; Walter Williams, Chicago Mill and Lumber Company; Ray Olcott, W. P. Brown and Sons Lumber Company; and J. F. McSweyn, Memphis Band Mill Company. Their principal arguments may be thus briefly summarized:

That the straight percentage increase of last August had destroyed all rate relationships built up over a long series of years, thus making it impossible for Southern and Southwestern manufacturers to compete with those closer to consuming territory.

That Japanese oak and other hardwoods from that country are being sent over to the Pacific coast in government-subsidized boats at rates lower than from the South and Southwest.

That Pacific coast manufacturers are shipping lumber via the Panama Canal to New York, Philadelphia, Baltimore and other Atlantic ports on lower rates than those enjoyed by Southern and Southwestern producers.

That large users of hardwood lumber in Northern and Western consuming territory were securing their lumber from Canada, even after payment of the duty thereon, and from nearby States at rates much lower than those from the South and Southwest and that such users had practically stopped buying from the latter regions.

Rates Will Close Mills

That there was such stagnation in the hardwood industry that, if rates were not lowered and the movement stimulated, less than 10 percent of manufacturers in the South and Southwest would be in operation in 90 days.

That lower rates would result in decided stimulus to the movement of lumber, thus helping the lumbermen and providing larger revenues for the railroads.

That present excessive freight rates are causing manufacturers to burn No. 3 common oak in their furnaces and that hundreds of thousands of feet of small and defective timber are being left in the woods because it cannot be profitably worked under present transportation costs.

That large quantities of hardwood logs now lying along the rights of way of the railroads are being left there to rot because it is impossible to pay freight on these to the mills and convert them into lumber that can be sold on a favorable basis.

That fibre and corrugated containers are rapidly displacing containers made from low-grade cottonwood, gum and other hardwoods, the substitution in some instances reaching 100 percent and being heavy in all directions.

That hardwood lumber and pine should not be placed in the same rate group for the reasons that manufacturing difficulties are greater in the case of hardwoods, that the principal competition which hardwoods encounter is that coming from other hardwoods moving on shorter hauls, and that, whereas there is usually only one movement of pine—that from milling point to retail yard at destination—hardwood lumber is converted into furniture, flooring and other products and therefore furnishes two or three hauls, making it really a milling-in-transit proposition.

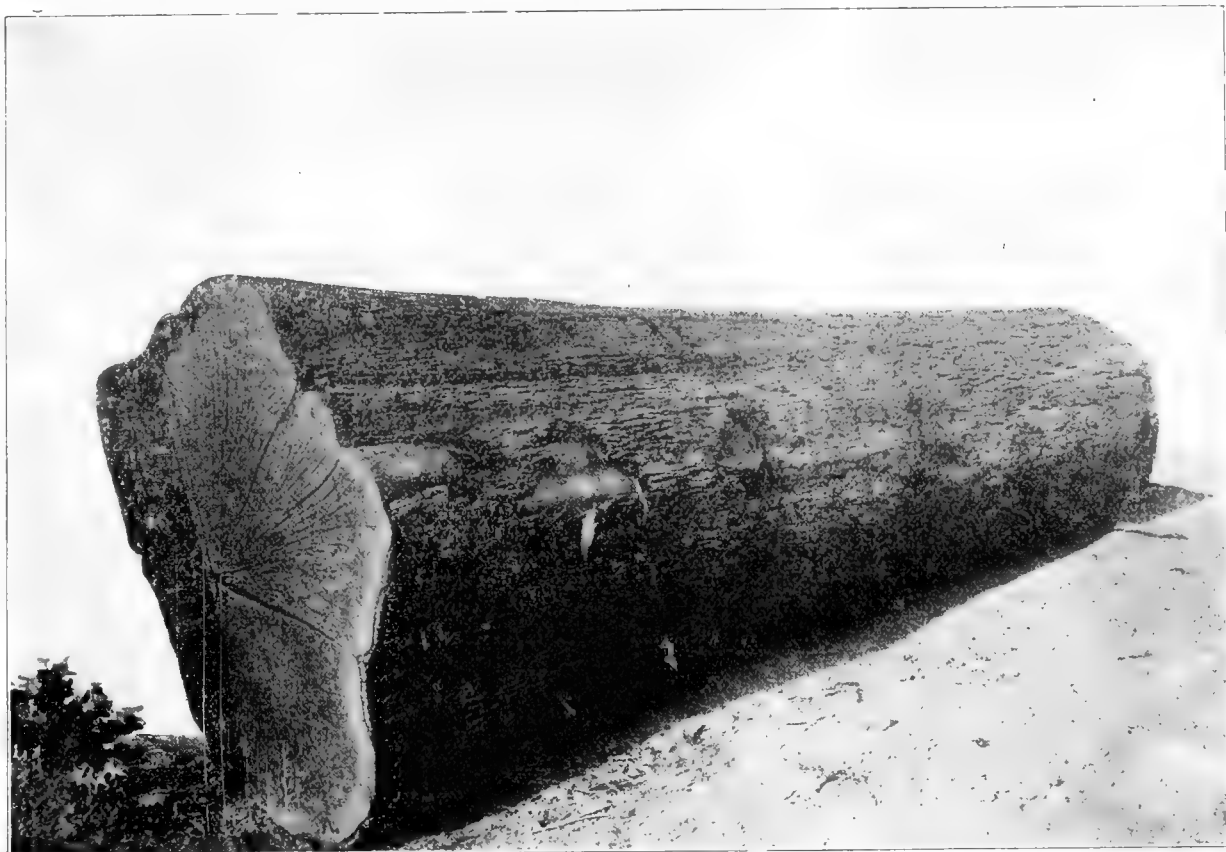
That the present straight percentage increase as applied to hardwoods was made because the Interstate Commerce Commission did not have time to do otherwise in the emergency which existed last summer; that provision was made in Ex Parte 74 by the commission for readjustments where it was found that distributive processes were interfered with, and that the only readjustment which would enable hardwoods to move normally to consuming markets was abrogation of the advances made last August; and

That the association had decided against asking for reduced rates on the lower grades alone or for rates based on "released valuation" for the reason that it had concluded that the hardwood industry should have such rates as made marketing of the output as a whole, irrespective of grades, profitable.

The Railroad Viewpoint

Vice-President Bowes, of the Illinois Central, insisted that the lumbermen are going through the same troubles as all other business men, that the position of the railroads and shippers would have been much better if the general advance had been made months before general deflation began, that seven months is too short a period in which to determine whether the rate structure is too high, that a reduction of 25 percent in rates, as requested by the association, would not produce the 33 per cent increase in tonnage necessary to offset the lower tariffs, and that his view would be to "take another look about July 1." He declared that statements were made regarding timber being left in

(Continued on page 24)



Superior Quality Hardwood Lumber

COMMON ASH

4/4 No. 1, 2, and 3.....	3 cars
4/4 FAS	1 car
6/4 No. 1 Com. & Btr.....	2 cars
6/4 No. 2 Com.	2 cars
8/4 No. 1 Com. & Btr.....	4 cars
8/4 No. 2 Com.	2 cars
10/4 No. 2 Com. & Btr. 15% No. 2.....	2 cars
12/4 No. 2 Com. & Btr., 15% No. 2.....	1 car
4/4 No. 1 Com. & Btr.....	1/2 car
Mixed narrow and wide Gum Box boards	1 car

SAP GUM

4/4 FAS	1 car
4/4 No. 1 Com.	5 cars
4/4 No. 2 Com.	3 cars

RED GUM

4/4 No. 1 Com.	2 cars
5/4 No. 1 Com.	3 cars

QTD. RED GUM

5/4 No. 1 Com.	2 cars
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RED OAK

4/4 FAS	2 cars
---------------	--------

QTD. WHITE OAK

4/4 No. 2 Com. & Btr.....	3 cars
---------------------------	--------

QTD. RED OAK

4/4 No. 2 Com. & Btr.....	1 car
---------------------------	-------

WORMY OAK

4/4 Sound	3 cars
-----------------	--------

PLAIN RED OAK

3/4 No. 1 Com. & Btr.....	3 cars
---------------------------	--------

MIXED OAK

12/4 No. 2 C&B, 15% No. 2.....	2 cars
--------------------------------	--------

ELM

6/4 No. 2 Com. & Btr.....	3 cars
10/4 No. 2 Com. & Btr.....	3 cars

Manufacturers and Wholesalers of Southern Hardwoods

A. M. RICHARDSON LUMBER CO.
HELENA, ARKANSAS

Boston Representative: D. A. WEBSTER, 80 Boylston Street, for quick service on places east of Buffalo

(Continued from page 22)

the woods to rot was a serious matter and one which would not escape his attention. He counseled patience, however, and told the lumbermen "to stand the gaff a little longer" just as the railroads were having to do.

Just Ahead of the Sheriff

Vice-President Perkins of the Missouri Pacific said that if the lumbermen wanted a real "hard luck" story, the railroads could tell it, for the reason that they are "only a few jumps ahead of the sheriff." He approved the conference idea but he did not believe that reduction in freight rates would solve the problem of the lumbermen but would, rather, have the opposite effect. He said that freight rates were based on the peak movement of last year and that the falling off in business

had made the railroads earn less than was contemplated. He insisted that, because of this fact, the problem of the railroads was bigger than that of the lumbermen. "I do not mean to say," he continued, "that we will not take action on your proposition. We must give it consideration, but I do not see how we can start any general reductions in rates now. If we make reductions in the South and Southwest, the lines in the North will make reductions and we will be just where we are now, except that we will be working on a lower rate basis. The problem is too big for immediate solution. Freight rates are not the controlling factor. We realize that freight rates must be adjusted, but this will come when wages and other costs have been reduced, when traffic is moving in larger volume and when there is something in the tills of the railroads. Any other course would but hasten bankruptcy."

News from the National Capital

Hardwood Case Is Most Important Before Supreme Court

The case of the United States against the American hardwood association, which will be re-argued on April 11, has attained the distinction of being probably the most important case that has come before the United States Supreme Court this year, and is being closely watched not only by the lumber interests but by every national organization that comes under the head of "trade association."

From present indications, one of the most difficult and important legal questions in the Harding Administration will spring from the activities of trade associations. It has been the contention of the attorneys of the last Administration that the successor to the old-fashioned pre-war trust is the voluntary trade association of the present. They have been attacked by the Federal Trade Commission on the one hand and the Department of Justice on the other as carrying into practical effect many of the evils of the old combination in restraint of trade so repugnant to the Sherman and Clayton Anti-Trust laws. This policy of the commission and the Department of Justice clashes with the ideas of Secretary of Commerce Herbert Hoover.

Secretary of Commerce Hoover is known to entertain the idea that American industry must work in concert and that there must be the closest harmony, both as to foreign and domestic trade, if American business is to reach a level of efficiency which will enable it to compete on favorable terms with the industrial nations of Europe. Mr. Hoover believes that the various trades must standardize practices and pull together as they did during the war. That efficiency would result from such combinations generally is granted, but concomitantly the bugbear of monopoly is raised.

The basis of the old complaint against the Steel Trust, the Standard Oil and other famous combinations was concerted action as to prices and trade practices which had the effect of monopoly. The basis of the new complaint against the trade associations is practically that the same ills are worked by the circulation among members of an association of data on prices, supplies, markets and similar information which would benefit all members and encourage concerted action of the majority of manufacturers or dealers in the same line of business.

The American hardwood case is considered a typical trade association case, although it may be assumed that this association was selected the object of Government prosecution because its activities in the direction of concerted action were thought to have been carried further than some other trade associations. Should the Supreme Court decide that the lumber manufacturers are unauthorized to

exchange and carry on the concerted actions charged, their association would be robbed of one of its chief functions and a precedent would be set up which, presumably, would be subversive to the interests of all the other national trade organizations.

Mr. Dougherty, the new attorney-general, has stated that his general policy will look toward minimizing of new litigation and he has intimated that he expects to be able to dispense with the services of several special assistant trust hunters. But should the Supreme Court decide that trade associations exist for the purpose of fixing prices and maintaining them, it may be difficult for the attorney-general to keep his hands off, even should he be so inclined.

It is not unlikely that some *modus vivendi* may be reached between the Department of Justice, the Federal Trade Commission, the secretary of commerce and the trade associations, as a result of which the great industries will be able to work out constructive programs by proceeding in the most economical manner, with no prosecutions resulting, unless abuses make themselves manifest.

The terms of the decision of the Supreme Court in the hardwood lumber case will be of the utmost importance in the preparation of a foundation on which business may proceed.

Realizing that the high lumber rates authorized by the Interstate Commerce Commission last summer have practically stopped trans-continental movement of lumber, the principal carriers have voluntarily applied to the commission for permission to reduce the charges and have received permission to file new tariffs on five days' notice.

The traffic involved is that from Pacific Coast points via Omaha and the lower Missouri River crossings to Eastern destinations. The rates on this route have been 73½ cents per 100 pounds. The new rate will be the same as the rate via St. Paul, which is 66½ cents.

This is apparently the first substantial break in the high scale of railroad rates by voluntary action of the carriers. Ever since the Interstate Commerce Commission last summer increased railroad rates all over the country on an average of 34 percent, certain classes of traffic have been falling off, the rates having passed the point which the traffic would bear and resulting, in some instances, in less revenue to the roads than would have been received under lower rates.

Observers have been convinced that if the rates remained at the high level authorized by the commission in Ex Parte 74, a radical readjustment of industry and transportation in the United States would result. The long haul especially was made prohibitive as to many products. The recession of prices emphasized the situation, bringing the selling price of some products to a point below the freight rates charged for their delivery. It has been foreseen that much traffic would be killed off and that an adjustment would have to be made to revive industry and lessen the cost of living.

HOLLY RIDGE HARDWOODS

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THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

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LOUISVILLE, KENTUCKY

Faris Disqualifies Himself in Pine Case

The propriety of the appeal of the leading defendants in the case of the United States Government against the Southern Pine Association, et al., that Judge Charles B. Faris, of the Federal District Court at St. Louis, Mo., be disqualified from hearing the suit, has been admitted by the judge in question. The motion for disqualification, filed on behalf of Charles S. Keith, president of the Central Coal & Coke Company and the Southern Pine Association; R. A. Long, John B. White and others, on March 10, was endorsed by Judge Faris on March 15. In disqualifying himself, Judge Faris stated that he would certify the case to the presiding judge of the St. Louis circuit, Judge Sanborn, for designation of a judge to try the suit.

The demand for disqualification of Judge Faris was based on the fact that he was a member of the Supreme Court of Missouri, and wrote the opinion of that court in the so-called "Yellow Pine Ouster Suit," which was much the same as the case now pending. On behalf of Messrs. Keith, Long and White the motion pointed out that in the decision written by him Judge Faris singled out these three for special condemnation, thereby establishing a prejudice in his mind which would prevent him from giving impartial consideration to the suit brought by the U. S. Department of Justice. The judge was quoted as having said in this decision: "We deal in no fulsome praise, and render honor where honor is due, when we say that in the affairs of the Yellow Pine Association throughout its career these men were facile princeps in 'bad eminence.'"

"Thereby intending to convey," the motion states, "that the defendants were leaders of wrongdoing comparable only to the wickedness of Satan himself, and requiring for apt allusion and adequate emphasis to Book II, line 1, of Milton's Paradise Lost, as follows:

'High on a throne of royal state, which far
'Outshone the wealth of Ormus or of Ind—
'Or where the gorgeous East with richest hand
'Show'rs on her kings barbaric pearl and gold
'Satan, exalted, sat, by merit raised
'To that bad eminence.'

Pertinent Information

Charge of High Lumber Prices Challenged with \$1,000 Offer

A statement that construction lumber prices are 150 per cent above the prices of 1914, which was printed in the Chicago Tribune of Sunday, March 20, has been challenged by the Lumbermen's Association of Chicago with the offer of a reward of \$1,000 cash if the statement can be proved to the satisfaction of a committee composed of the mayor of Chicago, the president of the Chicago Association of Commerce and the president of the Illinois Chapter of the American Institute of Architects.

The reward was offered through a page ad in the Chicago Tribune, signed by the Lumbermen's Association of Chicago and its president, N. C. Mather.

The statement to which objection is taken was originally made by F. E. Davidson, an architect, in the March bulletin of the Illinois Society of Architects, and reproduced on the "Real Estate News" page of the Tribune. To demonstrate his contention that retail lumber prices are 150 per cent above the pre-war level, Mr. Davidson displayed a table in which the cost in 1914 of the yellow pine lumber for a six-story flat building is compared with the prices for the same lumber quoted in Chicago March 8, 1921. In a discussion of this table the architect says that while lumber manufacturers and dealers are calling attention to the fact that present retail prices on timber and lumber are about 50 per cent below the 1920 peak prices, they neglect to mention the comparison which he obligingly makes.

In another table Mr. Davidson makes a comparison of pre-war prices of such materials as common brick, stone, gravel, lime and cement, with present prices, showing that present prices of these materials are but 96 per cent on the average above the 1914 figures.

Mr. Mather declared that these statements are "so erroneous and misleading" that he considers it his duty as a lumberman and as president of the Lumbermen's Association of Chicago "to publicly challenge the quoted authority for both the article and the comparison, to prove the truth of both as they appeared."

Mr. Mather countered with a table of prices covering the same period examined by Mr. Davidson, in which he demonstrates that prices are now

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and returned to the planning department, checking and posting on piece parts record. Stock requisition (Fig. 7), like production ticket, is available for a number of years' use, resulting in the saving of time in writing up the information each time it is needed for production. It is also made use of by the timekeeping department to check the quantity as turned in by man making the delivery. This method is in daily use in a plant having 28,000 piece parts made up of steel, cast iron, malleable iron and wood. It can readily be seen the vast amount of work necessary to write up the production tickets and delivery requisitions, especially so if it were done each year, or production period. It is often found desirable to assemble several piece parts prior to the assembly of the bundle or the whole, a sort of sub-bundle. These assemblies are treated as part assembly designated by the prefix "P. A." (parts assembled) to bundle number of which it is a part and must meet the piece parts for final or complete assembly. The finishing or paint department has information as to delivery dates or time the goods are wanted in warehouse or shipping department.

The foregoing presents a general view of the layout, method and operation of the planning department, showing how the order passes from record to record, finally reaching the piece part production department, and brings us to the most important part of our subject. Thus far we have dealt in material things only, but from now on we must deal with a complex and ever changing factor, the human element, which, when thoroughly understood and properly met, means success to any business, large or small.

(Continued in April 10 Issue)

February Building Statistics Show Sixty-nine Per Cent Gain

Exceeding January statistics by over a 50 per cent margin, February building permits offer optimistic hope of a real start in building activity.

Official reports from 196 cities to The American Contractor give a total of 27,261 permits, estimated valuation \$96,493,229, as against 21,722 permits, estimated valuation \$62,150,461, from 203 cities for January of this year.

While the valuation shows a marked increase over January, a decrease is shown when comparison is made with the \$113,649,318 valuation of the permits issued in the same cities during the second month of 1920. However, the number of permits issued during that month was only 22,140, which would tend to show that although the 1920 valuation was greater the contemplated activity was more restricted.

There are only twenty cities whose permits issued in either January or February of this year have gone over the million-dollar mark. Twelve cities passed this mark in January and sixteen in February. A tabulation of these cities follows:

City	CITIES GOING OVER THE MILLION-DOLLAR VALUATION IN 1920	
	January Valuation	February Valuation
Los Angeles.....	\$ 3,301,714	\$ 3,131,670
San Francisco.....	1,246,808	3,126,581
Chicago.....	4,119,000	15,366,000
Indianapolis.....	1,025,529	617,834
Baltimore.....	1,737,240	4,086,640
Boston.....	502,695	3,969,300
New Bedford.....	1,981,766	116,700
Detroit.....	3,981,943	2,659,280
Minneapolis.....	379,480	1,354,855
Kansas City.....	1,672,200	598,850
Jersey City.....	230,156	1,809,685
Newark.....	375,884	1,074,606
Buffalo.....	663,000	1,088,000
New York City (five boroughs).....	12,539,130	21,912,765
Cincinnati.....	1,506,060	624,090
Cleveland.....	2,200,250	2,163,500
Portland, Ore.....	646,560	1,334,220
Philadelphia.....	1,124,440	1,345,170
Dallas.....	589,808	1,269,710
Milwaukee.....	914,904	1,191,723
	\$40,738,567	\$68,841,179

Comparison of total activity in these twenty cities shows an increase of 69 per cent for February statistics over those of January.

Great gains for the second month are shown in both New York City and in Chicago, the latter more than trebling its figures for the first month. Included in Chicago's permits are two especially large ones, an apartment permit, \$1,000,000, and a bank permit, \$3,500,000. Out of 311 permits, 181 are for residence construction.

The total value of permits for the five boroughs of New York City

(Continued on page 30)

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POWER LOGGING AND LUMBER HANDLING

Modern Logging Methods

By F. W. Fenn, Secretary

National Motor Truck Committee, National Automobile Chamber of Commerce.

Until recent years, patches of standing timber were to be found in sufficient quantity in most sections to warrant the movement of saw mill establishments to the heart of these wooded districts, thereby greatly simplifying the problem of getting the logs to the mill.

In such logging camps the natural difficulties, preventing the use of improved methods of transportation, operated to make the crudest methods the most economical. Thus the sled was used to its best advantage. Often the logs were dragged to the mill by horses or oxen, and in broken country the logs were skidded down the mountain sides to the mill below. If the mill was situated near a navigable stream, the logs, in raft formation, were transported from great distances up stream by the current. Thus the cheapest known means of transportation were utilized to their fullest extent. Later, as the price of lumber advanced, the larger mills found it profitable to construct steam railways for transporting their logs.

With the passing of these great stands of timber and the consequent increase in the price of lumber abandoned mills are now finding it profitable to gather isolated logs, scattered over a radius of from twenty to thirty miles, by transporting them over the many roads now established, and it is here that the motor truck finds its place.

Whether a lumberman, after disposing of his mules and horses, can operate a motor truck or fleet of trucks successfully, depends, of course, on the location of the standing timber he is cutting, the condition of the roads in the vicinity and the average length of the hauls. The relative distance of a tract of timber from established transportation almost always determines the type of equipment which could be used most profitably in bringing the logs to the shipping point.

Mule teams, tractors, horses and yarding engines have been found very effective in the logging of tracts situated near a rail road or running stream. I would not advise the installation of a motor truck where these methods are better suited; but when timber must be hauled many miles through forest paths or over rough country roads to a railroad or navigable river, it is certain that a

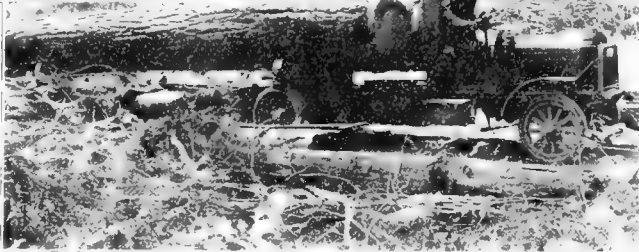
motor truck will be found the most satisfactory unit of transportation.

Various parts of logging can be standardized. Every operation, however, has its individual characteristics and unusual conditions. The successful co-ordination thereof requires careful analysis, great skill and experience. It would be unwise to attempt the logging of a large tract of timber a long distance from transportation with a yarding engine and horse team. Equally erratic would be the construction of an expensive railroad many miles for one claim of timber. Possibly the old-fashioned bull team still has its place. Most certainly the railroads and modern equipment are indispensable in the successful maintenance and economical handling of large operations, and it is equally true and certain that the fundamentals are well established in motor truck and trailer logging.

It is human for men to be influenced by the success or failure of others. Unfortunately the controlling conditions which determine success

or failure are not always carefully analyzed, and men boldly enter, or timidly retire, without giving their individual operations the necessary analytical thought; and if they are unskilled and inexperienced, they neglect to secure expert advice from those possessing practical knowledge. Numerous novices in the logging and trucking business have been innocently misled and induced into hauling logs with motor trucks by well motivated but over-zealous truck salesmen who have observed and com-

piled statistics upon good successful operations, leading the novice to the general assumption that all cases are similar and possess equal merit. Some have failed because of lack of experience, improper roads, insufficient capital, because of having made contracts for hauling at far too small a figure; some because logs were not furnished regularly for loading and hauling, it developing that the operation was not properly balanced. Many others are meeting with pronounced success with this kind of equipment. Four years ago this system was virtually unknown. At present it is



The photograph at the top indicates the importance of installing efficient loading facilities both for speed and care in placing the load so as not to injure the equipment.

The fact that motor equipment is found toiling amid such scenes as illustrated in the lower photograph, attests the progressive spirit of the lumbermen of the country.

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

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estimated that we have in the northwest, where the timber is large and formerly considered too heavy for such conveyors, nearly 500 trucks and trailers hauling for distances of six or seven miles.

It has been demonstrated that a five-ton truck with an eight and one-half-ton double bunk trailer can average carrying of 4,000 feet per load. Many loads of 5,000 and sometimes 6,000 feet are transported on this equipment on good private roads, as officials are usually wisely exacting in the weights of loads hauled on publicly constructed rights of way. This calls attention to the advisability of securing as light equipment as consistent with safety in maximum loads, the weight of equipment being considered part of a road load. A truck and trailer will carry an average load of 4,000 feet, can be loaded in from 10 to 15 minutes, will travel one mile in 10 minutes, unload in 10 minutes; therefore, it is not difficult for one experienced in logging to analyze his particular operation, secure the proper logging and hauling equipment and have it all well balanced and associated.

It seems hardly necessary to emphasize the fact that very efficient loading facilities should be installed both for speed and care in placing the load so as not to injure the equipment. Either the loading boom or duplex loader are preferable in large operations, the boom being satisfactory and less expensive. Where the truck hauls the load up grade it is necessary to place a sufficient portion of the load on the truck to force traction for the drive wheels. Where the loads are down grade, it is advisable to place 65 per cent or 70 per cent on the trailer, having an extra trailer to be substituted in case of accident or damages, as the initial cost, expense and maintenance and repair is much less on the trailer than truck.

Should grades appear prohibitive it is easy to install a donkey engine as a snubbing device with either air valves on the cylinders or a brake drum. This engine hauls the truck and trailer up on the return trip. The cost of operating this is largely offset by

lack of using mechanism of truck and in the saving of gas and oil.

Care should be taken in unloading to keep the top logs from dropping on the bunk when the outside bunk log is released. A successful way is to have the truck and trailer driven one side on an incline about one foot high, having the brow skid very close to the bunk and about the same elevation when the truck is tilted. In this position the chock blocks can be released on the opposite side with perfect safety. A jill poke is then placed against the bunk log on the elevated side whereupon the truck is advanced or backed, forcing the whole load off as a unit, almost universally keeping the top logs from dropping on the bunks and causing damage.

Unloading on public wharves or roads, where no permanent incline can be used, is accomplished by placing a portable wedge-shaped timber in front of outside trailer wheel and driving upon it. The old system of placing a crotch line from brow skid under whole load and elevating by power is a safe method, but not at all necessary.

Logging can, therefore, be seen to be the one branch of lumber industry which puts the motor truck to its hardest test. Operating conditions in all parts of the country where timber is cut are so diversified and severe that only the motor truck manufactured, installed and maintained correctly can operate successfully in this difficult work.

Wisconsin to Have Forestry Meeting

The Northern Hemlock and Hardwood Manufacturers' Association is co-operating with a score or more of the leading civic, commercial, financial, industrial and agricultural organizations of Wisconsin in supporting a conference on state forestry and general development, called for Monday and Tuesday, March 28 and 29, at Milwaukee. The conference will hold four general sessions, and the program will include addresses by prominent lumbermen, manufacturers, forestry experts and leaders in agricultural development.

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THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



(Continued from page 26)

practically doubles the January valuation of \$12,530,130 and leads by a wide margin the valuation in any other city. According to recent reports from New York, the new exemption law, which in effect excludes new residence buildings from the burden of local taxation is resulting in many plans for one family and two family housing.

Not all cities show a pickup in February activity. Comparing 189 cities for the first two months shows February activity greater in 122 and January activity greater in 67. Of the cities in the million-dollar class, Indianapolis, New Bedford, Detroit, Kansas City, Cincinnati, Cleveland and Los Angeles show February recession.

Clubs and Associations

Memphians Amend Constitution

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, March 19, adopted amendments to its constitution and by laws whereby secretaries and managers of lumber organizations are made eligible to membership, dues of active members are increased from \$20 to \$25 per annum, provision for an annual banquet on the part of the club is eliminated, and the quorum is changed from 15 to 50 active members.

The recommendation of the committee on law and insurance for the creation of an arbitration board to consist of the former presidents of the club was resubmitted to the committee for redraft. This will likely provide, in the new form, that arbitration be optional rather than compulsory and that the only penalty accruing will be from failure to accept arbitration award after having agreed to submit to arbitration. Intense objection developed to the plan of making it compulsory upon members, under penalty of expulsion for one year, to submit to arbitration with non-members, and this accounts for the resubmission.

The club endorsed the action of the board of directors in electing H. J. M. Jorgensen as national councillor of the organization in the United States Chamber of Commerce, and voted to pay his expenses to the annual of this body. It also voted an appropriation of \$100 to pay for a page in the booklet entitled "Seeing Memphis."

Joe Thompson, first vice president, occupied the chair in the absence of President J. H. Hines, who was in New Orleans on business.

National Wholesalers' Program Prepared

The program for the twenty-ninth annual meeting of the National Wholesale Lumber Dealers' Association to be held at the Drake Hotel, Chicago, Tuesday and Wednesday, March 29 and 30, is rapidly developing. At the Tuesday morning session, Joseph R. Noel, president of the Chicago Association of Commerce, and N. S. Mather, president of the Chicago Lumbermen's Association, will deliver brief addresses. A feature of the convention will be a discussion of business conditions and prospects participated in by representative members of the industry from the several sections of the country. R. W. Vinnedge of Seattle, Washington, president of the West Coast Lumbermen's Association, will discuss lumber manufacturing conditions of the West. S. M. Nickey of Memphis, will cover the hardwood field; J. B. White of Kansas City, Mo., the southern pine section; A. C. Manbert, Toronto, Ontario, who last year spent several months abroad investigating lumber conditions, will talk on Canadian conditions. Charles Hill, of Southern Pine Sales Corporation, New York, and John Lloyd of Philadelphia, president of the National Retail Lumber Dealers' Association, will present their views from the standpoint of wholesaler and retailer, respectively. The Hon. Henry R. Rathbone, a prominent Chicago attorney and former president of the Hamilton Club, will speak at the banquet.

Ernest T. Trigg, Philadelphia, president of the National Federation of Construction Industries, and who is now on the Pacific Coast, will be at the convention and give an outline of the survey recently made on the construction outlook. John W. O'Leary, vice president of the Chicago Trust Company, Chicago, and R. N. Calkins, vice president of the Chicago Milwaukee & St. Paul railroad will each discuss their fields of activity as linked up with the lumber industry.

These addresses will be brief and snappy and the committee in charge of the program will provide plenty of time for discussion by members on other subjects requiring consideration. The proposed uniform order blank will be discussed and F. S. Underhill, Philadelphia, chairman of the committee, has circularized members of the Association requesting them to go over the form in advance of the meeting and study its merits and faults.

The question of arbitration, especially along inter-association lines which was first suggested by J. B. Montgomery, chairman of the arbitration committee, will be considered from its various angles. The National Wholesale Lumber Dealers' Association has long stood for the principle of compulsory arbitration among its members and this will provide one of the interesting topics for discussion at the meeting.

Saw Fitting in Woodworking Plants

Comparing saw fitting in large sawmills with that in small sawmills and wood-working plants, it is noticeable that there is a radical difference in the character of the fitting and the equipment for the work. The latter is not so much in sawmills, but it is in the woodworking factory. For while the up-to-date sawmill operator recognizes that a good filer and a good filing room equipment are alike desirable, the small mill man and factory operator is less disposed to be critical in these respects. But saw fitting as a mechanical employment, is relatively just as desirable and advantageous to the operator of small saws as to the lumber manufacturer, and I believe more so, because the small saws have to do with the preparation of the finished product.

It is a well demonstrated fact that every mill or factory, whether devoted to the manufacture of lumber, shingles, staves, heading, veneers, etc., or to the production of boxes, furniture, sash, doors, and blinds, or to general planing, turning and wood finishing connected with any line of manufacture—will find the use of finely fitted saws a prime necessity to successful work. Factory saw fitting deals with the different kind of work, and also a different class of saws from sawmill work, in that there are in use small bands, band resaws, circulars for ripping, resawing and cross cutting, which are expected to cut smooth and clean on a very small kerf to a line, and stand good feed, also scroll saws and the great variety of knives, cutters and bits that are found in the equipment of every extensive plant. In the fitting of factory saws there are the same essentials to first class work as in the sawmill; namely, the right hooks and pitch of teeth, the right throat room, the right tension, the right fitting of the cutting points, the absolute roundness of the saws, the proper feed of the timber to just meet, but not exceed, the capacity of the saw and the construction of the sawing machine itself. The most exact and up-to-date fitting will fail to accomplish satisfactory results on poor machines, neither will the very best machines give good results on poorly fitted saws. I am not going into details on how to fit the tension band resaws and round saws, but I will, however, give my opinion on a small scale on round saws in connection with the rest of my article.

I had the opportunity to go through a furniture factory a short time ago, and while it seemed to have the very best machinery for the work it was doing, I regret to say that I found the filing room in connection with the engine and boiler room, and one man was engineer, fireman, and trying to be the filer. I wonder how many extra five-inch resaws and scroll saws that company has purchased since it started operations five years ago. By the looks of the broken saws it certainly must be a large number.

Make Filing Room Convenient

The location of the filing room should be as readily accessible to the different wood-working departments of

the mill as possible. The features of ample size, abundant light, heating, and also ventilation, cannot be profitably ignored, but it is in these respects that the majority of wood-working plants are extremely lacking. These defects work positive loss in time, and the practical fitting of the saws, and I believe every hundred dollars spent intelligently in the construction of a filing room and its equipment will yield a larger per cent of profit on the investment than double such expenditure in any other department of the plant. The saw stretcher and anvil bench where band resaws and circular saws are hammered and tensioned should have a north light, with no side lights that will interfere with the filer's tests of the saw with tension gauge or straight edge. In a good many sawmills the use of skylights for admission of light on sharpening and grinding machinery proves both satisfactory and desirable, and why shouldn't it be just as essential in the wood-working establishments where the saws, as a rule, are of much finer nature? Spring set and hand filing have no more place in a factory than a sawmill, except on such saws as are used for crosscutting, or which form the fine character of the teeth and cannot be swaged successfully. A full swaged tooth is the only tooth to run on any kind of a rip saw. A well-rounded tooth, with teeth swaged and properly side dressed, and with proper pitch and clearance for the dust, is a combination unsurpassed. Any kind of a round saw, such as edgers, bolters, lath and shingle, barrel stave and veneer saws, solid and segment rip and resaws, run with a swaged tooth, will do more and much better work than if fitted by hand with spring set. It may be claimed that the hand filing and setting are simpler and require less skill on the part of the filer than the use of an emery-sharpening machine and a saw swage, and this is true to a certain extent, but no one will argue that there is a profit in crude, inferior saw fitting, or that the factory saw filers are not disposed to progress and improve the character of their work. If a higher grade of work is demanded, there will be found men to meet the advanced requirements, and a man of fair ability can do so if given proper tools to work with. A few factory operatives have considered that any kind of a roustabout could fit their saws well enough, and really consider a cheap man and a file to be a complete filing room outfit. Some have furnished an upset, swaging hammer, a bench grinder, and a T-rail for an anvil, and some still more progressive, and quicker to see the advantage arising from the use of finely fitted saws have furnished rooms of proper size, well lighted and equipped with sharpener, swage, hammering outfit, knife grinder, and other tools necessary and adapted to the various requirements.

A good saw fitting equipment well-suited to general wood-working plants may be obtained for a reasonable outlay, and it will save its cost several times a year over inferior tools or an absence of tools.

Dull saws and rounded corners cost the operator a good deal more money than a well paid, competent filer. To put a cheap man into the filing room is one way to lose money. Again, cheap tools and machinery are not good, and good tools and machinery are not cheap. It not infrequently happens that as between two machines for filing room service and also for wood-working purposes, the price for one may be from 50 per cent to 100 per cent higher than the other. You may rest assured that in almost every instance you get just what you pay for.

Filer Should Specialize

It is doubtful whether the policy practiced in some mills and factories of making the filer a general utility man, liable to interruptions and calls upon his time for duties entirely outside his regular work, is a good one. Thus in some factories the filer is expected to keep up a lot of machines, keep up an engine or two, take care of a lot of belting, do filing on saws that require the very finest and most skillful treatment, and do all this perhaps with an outfit of odds and ends, when, in fact it couldn't be done with the very best of filing machinery. Certainly it is a fact that a factory filer who is thoroughly com-

petent deserves as much pay as he generally gets.

Keep your saws jointed so every tooth touches the jointer, and you will have a round saw with each tooth performing its portion of the cutting. Understand that fine work from any kind of a saw depends mainly on the fitting and the way it is benched. Maintain teeth not too long nor too short, but according to the work being done—also round, and nice round throats. The stock should be fed to any saw so that the teeth will take a deep, full cut rather than a slight scraping one, as they will stand up to the work with less tendency to dull. I have often observed in sawing dry hardwoods that the saw is dulled in a short time, and this can easily be traced to improper feeding.

There are conditions of excellence that must exist in the machines on which saws are to run always requisite to the successful operation of the saw, however well-fitted, and it is presupposed that every saw arbor is level, and in line with the table or carriage, and runs without end play, or lost motion in the boxes, and especially that the mandrel hole in the saw fits the arbor, and boxes run cool, etc., otherwise the best fitted saws will not be able to do good work.

Conditions in Grand Rapids

Conditions in the furniture business are not yet such as to make either the manufacturer of furniture nor the manufacturer of lumber that goes into furniture worry about his next year's income tax. Business in the furniture game just naturally has not yet shown the improvement that was hoped for it immediately following the January market. It will be remembered that at that time it was the general expectation that March might see a sufficient awakening of business to indicate that the spring business would be heavy. That has not been the case. February sales were only fairly successful and that only in certain sections of the country, and March business for the furniture manufacturer has not been what was hoped nor is it indicated that business will be on its feet much before the July market at earliest.

It is true that most of the factories in and around Grand Rapids are running part time with part crews, but this is made possible only by the fact that some orders are constantly coming in, but these are so small and so few that should a week pass without about so many coming in the factories would be forced to close down. Indeed, a great many of them have been at the point of closing, have closed, in fact, when a few orders would sift in and the plant would be kept going, for it has been made the policy of the furniture manufacturers to keep their men employed as much as possible for part of the time at least.

The men who sell lumber in the Grand Rapids market have felt this situation most keenly. Furniture manufacturers had large supplies of lumber in their yards last summer when the bottom dropped out of business. This lumber cost a lot of money, for most of it was bought when the price was at the very highest level. They are not disposed to buy more lumber until their yards have been cleared of what they have on hand, and the result is that the lumber salesmen are finding the picking in and around Grand Rapids about as poor as it ever was.

The condition of the furniture industry is well shown by a recent periodical survey made by the National Alliance of Case Goods

Manufacturers. With 134 case goods manufacturers quoted the following is shown:

Those with enough orders to keep them in operation:

Less than 5 days, 56 firms, approximately 42 per cent of the total.

More than 5 days but less than 15, 51 firms, or approximately 38 per cent of the total.

Thirty days, 19 firms, or approximately 13 per cent of total.

Sixty days, 5 firms, or approximately 5 per cent of the total.

Ninety days, 3 firms, or approximately 2 per cent of the total.

The average amount of unfilled orders was only \$17,102 per firm.

Eighty per cent of all reporting had less than 30 days' orders unshipped.

Southern Furniture Exposition Takes Place in June

Widespread interest has been developed among the producers and buyers of furniture in the opening show of the Southern Furniture Market, which will be held in the new "Million Dollar" Southern Furniture Exposition Building at High Point, N. C., June 20 to July 2. The Southern Furniture Market Association is giving the most extensive publicity to the show and is sparing no effort to attract buyers and other interested persons not only from the immediate southern territory, but from all over the country. They are appealing to the "furniture buyers of the nation," as the exposition marks the largest and most determined organized effort of the southern manufacturers' association to develop the national market. The High Point market is being advertised as "The most accessible market in the United States. On the main line of the Southern Railway between New York and New Orleans. The furniture buyers' first opportunity to see all southern lines of importance and many lines from north, east and west at one market—under one roof."

ALGOMA *the Better* Plywood



You be the Judge—Put Algoma Plywood on trial. Test its right to the title, “the better Plywood.” You can sit in judgment on its performance by using an order in your own plant. See if it has a better surface—measure the accuracy of every dimension—examine the matching of the grain—watch how the panels you use stand up under use. Then you can decide for yourself whether Algoma Plywood deserves to be used for every job you turn out.

We do not urge you to make this test for the sake of selling one order. Our business has grown for 35 years by winning steady customers. We frankly ask you to try Algoma, the Better Plywood, because we are convinced it can win you as a regular customer.

You can get an Algoma Plywood made to fit your special requirements in either curved or flat panels. Our stock size panels bring you economy through standardized production. Let us send you estimates.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

PURCELL



Partial View of Log Pile

American Walnut of Character

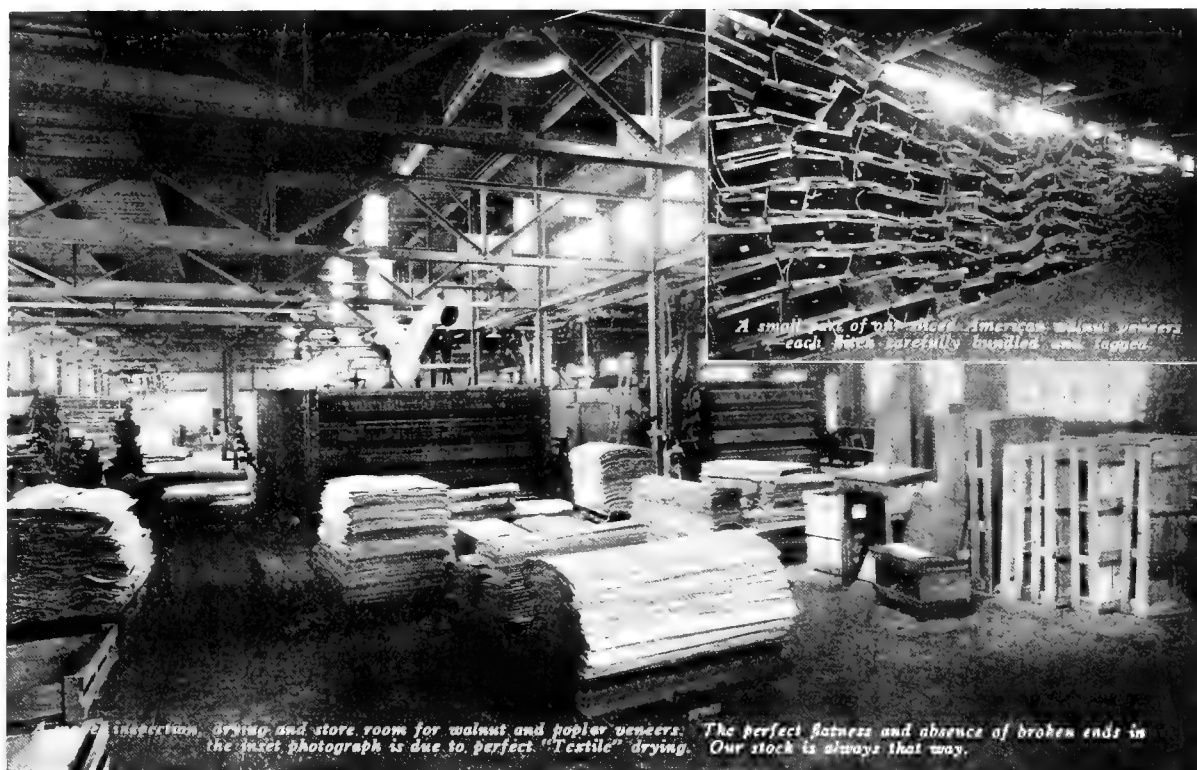
AS IN any other manufacturing line, there are right and wrong ways in the converting of walnut logs. An extensive list of old and satisfied customers convinces us that through our many years' experience we have found the right way—at least in most things—though we are always striving to improve ourselves.

Thus we feel nothing but confidence in guaranteeing correct inspection and satisfactory service. Prompt shipment always on any grade or thickness.

**MILLS, YARDS
AND OFFICES
KANSAS CITY, KAN.**

**Frank Purcell Walnut
Lumber Co.**

WALNUT



An Always Dependable Product and Service

BECAUSE our organization was built with careful thought to each detail, we are able to back up that statement. Each department was carefully planned and organized to get a definite result—a final product of unsurpassed quality. This involves a rigid selection of logs by trained log buyers operating over a wide territory; the most perfect of equipment, and the correct use of each modern machine. The product is then handled as it should be right up to your factory. Our four band mills and three veneer mills manufacture the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high-grade hardwoods.

WOOD - MOSAIC COMPANY
INCORPORATED
LOUISVILLE, KENTUCKY

Chicago Representative:
GEO. W. STONEMAN & CO.
845 West Erie St.

Grand Rapids Representative:
HECTOR ROBERTSON
232 Lyon St., N. W.

Consumption of American Walnut

The following valuable statements relative to the estimated consumption of American walnut, and the production of veneers in the year 1920, are contained in U. S. Forest Service Bulletin No. 909, written by Warren D. Bush:

It is somewhat difficult to determine the total amount of walnut timber used annually, because of the fluctuation from year to year. Conditions prevailing during the war added greatly to the normal demand. The total demand for walnut is made up almost entirely of logs for export, logs for conversion into lumber and veneer, and timber for use as railway ties, posts and fuel. On account of its high value, little walnut is used in rough building construction. Prior to the war the exportation of logs amounted to 7 to 12 million board feet, equivalent to between 8 and 15 million of board feet of lumber; logs used for veneer amounted to 2½ to 4 million board feet, equivalent to 3 to 5 million board feet of lumber; and the total lumber cut was probably between 40 and 50 million board feet. This makes a total annual use of 51 to 70 million board feet, exclusive of the wood used for ties and fuel. The years 1911 and 1912 may be taken as representative of average years. The statistics for these years show an annual demand as follows:

Logs exported from the United States (1912), 9.82 million board feet; equivalent in lumber to about 12 million board feet.

Logs manufactured into veneer in the United States (1911), 4.12 million board feet; equivalent in lumber to about 5 million board feet.

Lumber production in the United States, estimated at 50 million board feet.

Total, 67 million board feet.

Reports of wood-using factories in the United States during the years from 1909 to 1913 show a total annual use of about 24 million board feet of black walnut lumber and veneer for the manufacture of various products. As about 55 million board feet of lumber and veneer were manufactured annually in the United States in 1911 and 1912, the difference of 31 million board feet represents exportations, which were almost altogether in the form of lumber. The amount of walnut used for ties, posts and fuel is

difficult to estimate, but is small, compared with the total for all purposes.

During the war the demand amounted to about 90 million board feet annually. In 1918 the total lumber production was about 100 million board feet, which was cut for war purposes. There was no exportation of logs and practically no veneer was produced that year.

The home demand for walnut at present is comparatively great on account of the marked increase in its use for cabinetwork. The total future demand depends very largely on the extent to which exportations approach or exceed the amounts sent abroad before the war.

Production of Veneer

Relative to the production of walnut veneer in the year 1920, the bulletin quotes an estimate of 100,000,000 square feet. The bulletin goes on to say that the "increase in the production of veneer in recent years is greater than the log consumption figures indicate, for the amount of veneer obtained now is much greater from the same number of feet, log scale, largely because of the cutting of thinner veneer. For instance, in 1906, from 5,121,000 board feet of logs, 67,184,000 square feet of veneer was produced, or 13 square feet of veneer to one board foot of log; but in 1917 and 1919 the ratio of square feet of veneer to board feet of logs, log scale, was about 20 to 1. The estimated 1919 production was nearly double the reported production of 1916, and the estimated log consumption of 1919 was only about 9 per cent greater than the reported consumption of 1906."

Ryan on Furniture Values

"Furniture prices now are on a replacement basis, values can not go any lower and in many cases prices are below the actual cost of production," declared J. T. Ryan, High Point, N. C., when he addressed more than 100 delegates attending the National Council of Furniture Associations at the Hotel Sinton, Cincinnati, O., on March 15 and 16. Mr. Ryan, who is secretary of the council, further stated that the furniture industry has passed through the worst of its depression. There is a tendency to a change in furniture designs, he said.

"The public wants something new. Furniture is like the styles of feminine wearing apparel. Just what new styles will be brought out is difficult to forecast before the market opens in July. I believe the English designs will be replaced by the American designs," concluded Mr. Ryan.

Ashton P. Derby of Gardner, Mass., who presided at the meetings, stated that the work of the council was to coordinate the different sections of the furniture industry.

Associations represented at the conference were: The Southern Furniture Manufacturers' Association, Central Bureau of Dining Table Manufacturers, National Association of Piano Bench and Stool Manufacturers, National Association of Chair Manufacturers, National Alliance of Case Goods Associations and Kitchen Cabinet Manufacturers' Association.

Furniture Makers Hope to Stabilize Market

A resolution which they hope will result in effecting conditions that will stabilize the July furniture market, were adopted by the

National Council of Furniture Manufacturers, which met in Cincinnati, O., March 14 and 15. The resolution urged the manufacturers to take stock and draw off a balance sheet on June 1, in order to reveal actual losses sustained during the first five months of this year. Stock, it was resolved, should be taken on replacement value. "It is the firm belief of the council that a full realization of the loss sustained from non-production and the ever-present burden will tend more than anything else to stabilize the July market," the resolution concluded.

M. Wulpi of Chicago, commissioner for the Central Bureau of Furniture Manufacturers, attended the meeting.

Reduces Costs and Gets Orders

One Louisville veneer manufacturer who also produces panels reports that as a result of reduction in operating costs he has been able to enter the market and secure business on lower competitive prices, he having cut officers' salaries fifty per cent and all factory labor twenty per cent. Of course the officers will share better in profits on the year under reduced salaries. The men were told that it was a question of operating part time, and probably closing down if business did not improve, whereas with lower overhead costs, the company could go out and get business. Attention was also called to lower living costs, and the wage reduction went into effect without any trouble whatever, as competing plants are operating only part time, and there is no demand for labor of this type. At the same time there have been numerous reductions in wages in other industrial plants, one concern having cut thirty per cent, calmly telling its men that it would either cut or close down, and the men realizing that the company didn't have much business, and didn't need to operate, accepted the cuts.

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

Service—We are fully equipped to make *anything* anybody may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.

Schmoe Will Build New Factory

Plans for a proposed \$30,000 furniture manufacturing concern in Shelbyville, Ind., were disclosed through action taken by the Shelbyville city council, at its meeting March 15, on the petition of the C. F. Schmoe Furniture Company for the evacuation of a blind alley in the Riverside addition of the city. An ordinance providing for the evacuation of the alley was passed by the council with rules suspended.

Although it had been generally understood that the C. F. Schmoe Furniture Company contemplated future activities, nothing definite was known of the plans until the petition was presented March 15, Mr. Schmoe stating that all arrangements for the proposed factory will be completed within a few days and construction work on the plant will be started very soon. The concern will employ from 50 to 100 men at the beginning and will be capitalized for \$30,000 or more.

The Schmoe Furniture Company was established in Shelbyville about 17 years ago and through its enterprise and progress has been responsible for much of the building and improvement of the east section of the city. The plant was sold two years ago to the L. A. Young Industries Co., Inc., and operations were closed by Mr. Schmoe in June, 1919. He explained to the city council that he had considered himself at the retiring age when he sold the plant, but after two years of retirement, he finds he has "too much pep to remain idle" and now he proposes to re-enter the activities of the city.

Mr. Schmoe stated that there has been no definite decision on the class of article which will be manufactured here although it is probable that the firm will go back to the manufacture of kitchen cabinets.

Mahogany Operator Killed

News was recently received in Louisville relative to the death at Benqueviego, British Honduras, of Carlton L. Dodd, 39 years of age, formerly resident of Louisville, who for the past several years has been in the mahogany lumber business, having entered in 1913, following several years with the C. C. Mengel & Brother Interests,

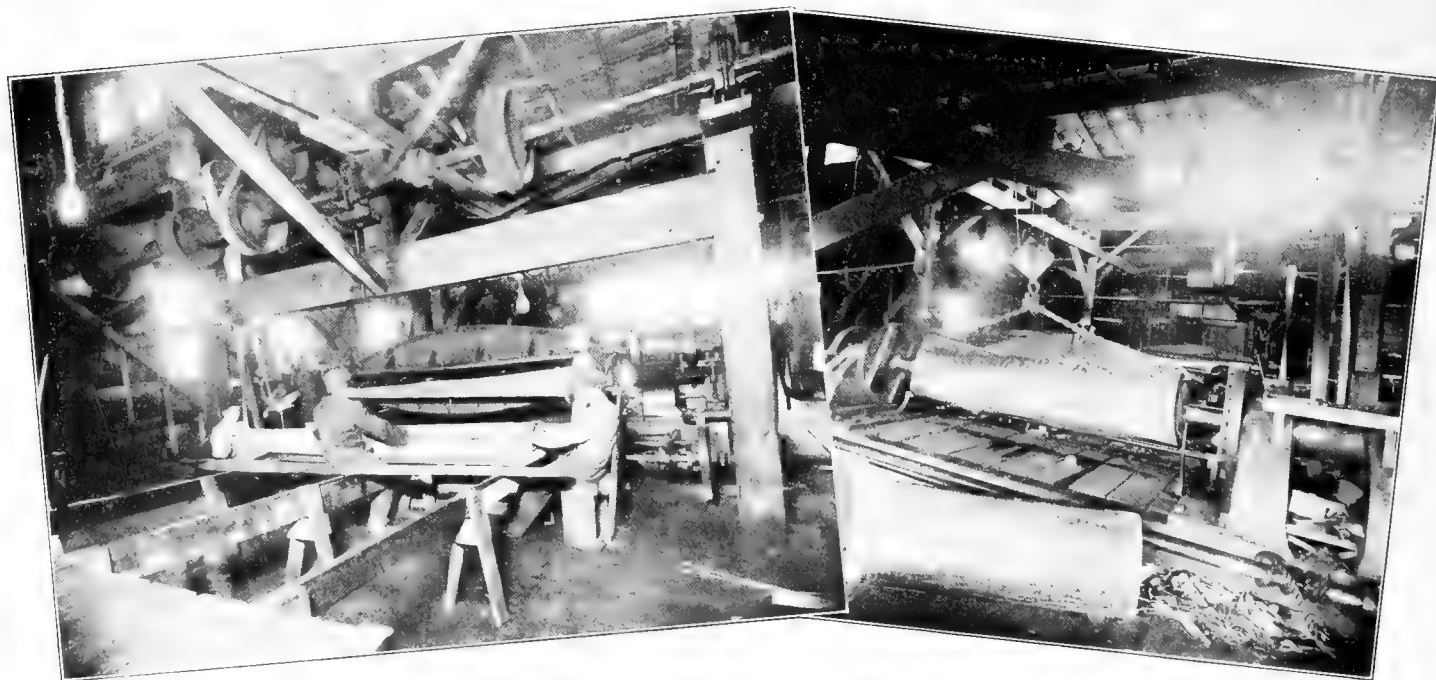
in Africa and Central America. Reports reaching Louisville were to the effect that he was killed by a falling log on his own operations.

Raab Chair Company Control Changes

Transferral of the control of the John D. Raab Chair Company to J. Hampton Hoult, Martin J. Dregge, and Edward J. Gamble, all officers of the Luce Furniture Company, Grand Rapids, Mich., has just been completed for a consideration estimated at more than \$750,000. The purchase was made from John D. Raab, a pioneer manufacturer and designer. The two industries, now placed under the same direction, represent one of the largest single furniture manufactories in the United States, employing more than 1,200 workers and having a combined output of \$6,000,000 annually. Permanent organization of the Raab Company is now under way. It is believed capitalization will be increased to \$1,000,000 and it will be operated as a separate unit.

Dregge and Hoult have long been identified with the Luce Furniture company, one of the oldest and best known concerns in the business. Both men received their furniture education in the Luce plant. Last year they bought the stock of Philo C. Fuller, then president of the company, and secured control and practically sole ownership of the concern. The Luce company does a business of approximately \$4,000,000 a year and employs, when running to full capacity, some 800 men.

The John D. Raab Chair company is about 15 years old and has been producing in that time some of the finest furniture turned out in Grand Rapids. Mr. Raab recently completed a fine new factory with the most modern equipment. This plant has a capacity of about \$2,000,000 and employs around 400 men. Mr. Raab, about two years ago, bought the plant of Stowe & Davis, manufacturers of office and bank equipment, and promptly erected a new and modern factory plant. Now that he has sold the John D. Raab company he will devote his time and attention to the Stowe & Davis plant. The purchase by Dregge and Hoult of the Raab plant will give them probably the largest furniture output of any plant in America at least.



Photos Courtesy of American Walnut Mfrs. Ass'n

Photograph on the reader's left shows veneer slicing machine cutting figured walnut log into standard 1/28" veneer. Sliced veneer is quarter cut and shows a stripe figure and often a cross figure.

Picture on the reader's right is of rotary veneer machine ready to cut ten-foot figured walnut log. Before it was brought to the cutting machine log was steamed and peeled. The rotary machine will turn out veneer of the highest quality.

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.

10th and Murphy Streets

Des Moines, Iowa

White Mountain Forests to Supply Veneer Stock

High prices of Southern hardwoods are causing manufacturers to turn to the White Mountain forests as a source of future market supply, according to the Forest Service, United States Department of Agriculture.

"High-grade lumber is now so costly as to prohibit its common use as the solid body of furniture and other wood products," the Forest Service states. "This condition is causing manufacturers to resort to the increased use of veneers. Now we find the frame or skeleton of articles ranging from tables to phonograph cases made of common wood veneered with high quality stock. By veneering it is possible to get ten times as much surface measure as sawn lumber would yield, since 1,000 board feet of lumber will produce 10,000 square feet of veneer, cut .05 inch thick.

The New England forests are capable of supplying the wood-working factories of that region with veneer stock equal in quality to the material used in the South and by the large manufacturers of Wisconsin and Michigan. At present, however, there are but six mills in this region which produce veneer, an insufficient number to even supply local demands.

Veneer mills should be near the source of supply. The White Mountain National Forest of New Hampshire offers just such ideal conditions, says the Forest Service. Here, under Federal management, a continuous supply of high-grade hardwoods is assured, and the New England wood manufacturers near by afford an unlimited market.

The supervisor of the White Mountain Forest at Gorham, N. H., reports that there are a number of excellent chances for veneer mills in the vicinity of his forest. One of these is at Gilead, Me., where the Wild and Androscoggin Rivers join and form an outlet for the hardwood on the slopes of the Wild River Valley. Another fine veneer mill site is at Woodstock, N. H., a central point to all the forested areas on the lower Pemigewasset River. The Forest Service holds a large amount of timber in this region, and of the 23,000,000 board feet recommended for sale during the next five years, there is a large quantity of birch and maple suitable for veneer.

The Forest Service does not confine sales from the National

Forest to veneer logs, but requires the removal of all merchantable material from areas on which cutting is done. A plant established in either of these regions should be prepared, therefore, not only to purchase logs suitable for veneer from operators already on the ground, but should be equipped to make use of poorer grades of material suitable for the manufacture of bobbins or toys, it is said.

Building and Using Wood Cauls

In making wood cauls for use in the glue room when panels are built four questions usually arise.

1. What kind of wood shall be used?
2. How many plies shall be used?
3. What shall be the thickness of each layer of plywood?
4. What shall be the entire thickness of the caul?

Some favor basswood, because of its lightness and also because it absorbs moisture readily and dries out rapidly. In reality the absorbing nature of basswood is detrimental to its making a high grade caul. The function of the caul is not to absorb moisture. On the contrary the greater its moisture resisting qualities the better, because it is less liable to be affected by the glue sticking to it. Then, too, a caul that will absorb moisture readily will have a tendency to warp and twist, which is not desirable. The basswood caul is also easily bruised and somewhat difficult to keep clean. It soon gets full of dents and presents an uneven surface to the veneer in the press. In spite of these shortcomings, however, a basswood caul, properly made and properly cared for, will last a long time and give good results. Gum will make a more substantial caul than basswood, and maple is to be preferred to either.

The plies in a caul may be any number, according to the use it is to be put to, but three or five ply cauls are most generally in use, with three ply predominating.

The third and fourth questions are interwoven. The thickness of the entire caul should depend on the use for which it is intended. Thick cauls are difficult to handle and take up no

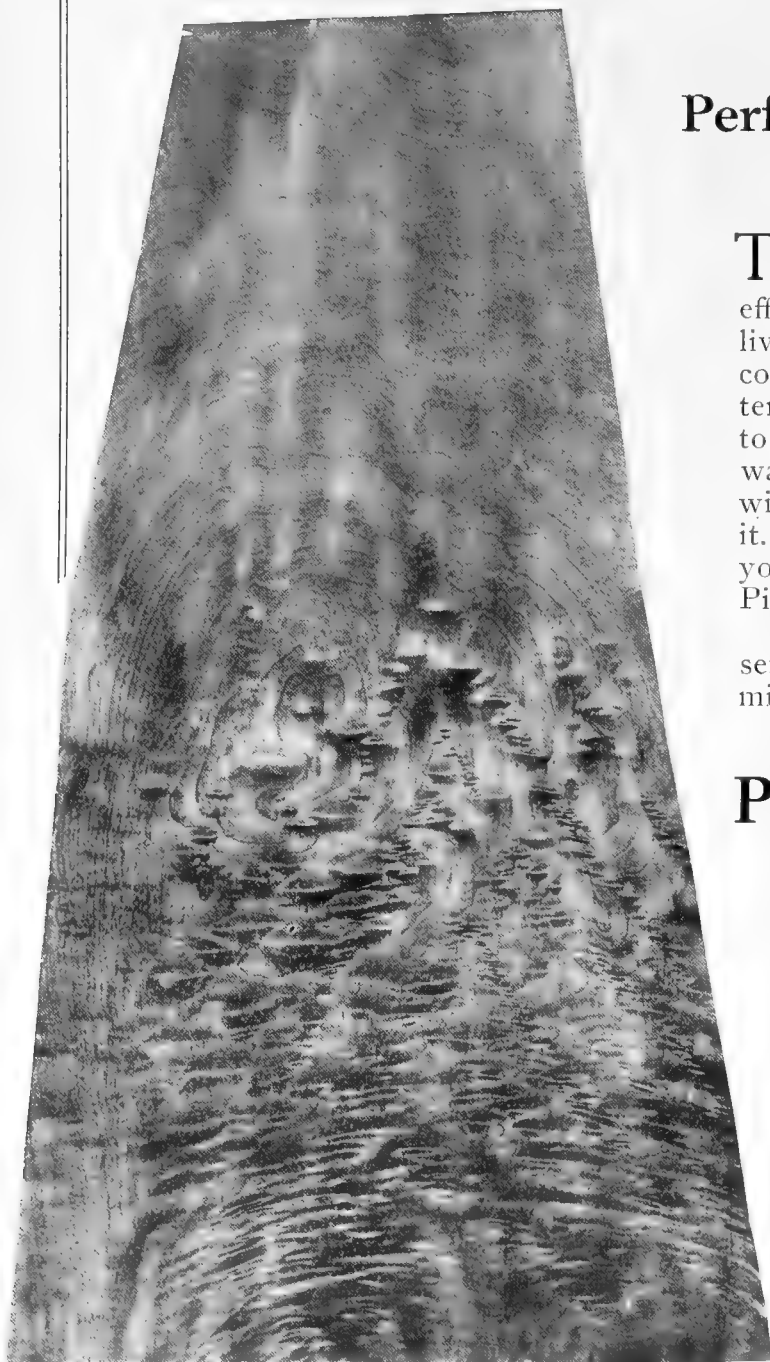
(Continued on page 44)

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS





Perfect Walnut Veneers Help the Profits

THE year 1921 will see keen competition strictly on the basis of efficiency. The character and delivery of your raw materials will count. We respectfully call your attention to an organization schooled to perfection through long years of walnut veneer manufacture, and with a great buying power behind it. Such assurance of correct goods you will get—if you buy from Pickrel.

We maintain a well balanced reserve stock of from five to seven million feet.

**PICKREL VENEER
COMPANY, Inc.**
NEW ALBANY, INDIANA

AMERICAN WALNUT LUMBER



ALL GRADES AND THICKNESSES

QUALITY—OUR WATCH WORDS—**SERVICE**

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 40)

inconsiderable room, and it is seldom that a caul over one-half inch thick is needed. Still in making any caul it is wise to use the outside plies a little thick to allow for keeping them in good order as time goes on and it becomes necessary to run the caul through a planer, or scraper, to take out the dents that come with usage.

A good three ply caul may be made by using $\frac{1}{8}$ -inch center and $\frac{1}{8}$ -inch outside pieces, and a good five-ply one, by using $\frac{1}{8}$ -inch center, $\frac{1}{8}$ -inch crossbanding and $\frac{1}{8}$ -inch wide outside pieces. This will make a three-ply caul of $\frac{3}{8}$ -inch thickness, and a five-ply caul of about $\frac{5}{8}$ -inch thickness.

The stock should be especially selected so as to be of uniform thickness, and it should be dried very flat and with much care. After it has been dried quite dry it should be allowed to remain in a pile with weights on top, as long as possible.

In building up cauls especial care should be taken to have them laid up flat and square in the bales, and they should remain in the bales 48 hours, without being disturbed, and in a warm room. After taking out of the bales, they should be racked, and kept under heavy weights so that they will keep straight while seasoning. It is best they dry out slowly for one or two weeks in the same temperature that they will be in when used. After being thoroughly seasoned they may be trimmed, and then run through the scraper, or sander, adjusted to a light cut, to make them true and take off very little stock. There should not be any low places in the cauls, or blisters will be made in the panels.

To prevent glue from sticking to the cauls they should be treated with hot paraffin, on both sides. This should be applied as quickly as possible to prevent warping. From time to time, as found necessary, the cauls should be again treated with paraffin.

In using cauls care must be taken to keep them free from glue, because a lump of glue on a panel will make a depression in the face of a panel. Care also must be executed in handling cauls not to bang them on the surface and cause dents or depressions

that will make a defect in the face of the panel. Cauls are expensive and should be treated as valuable property. When not in use they should be stored in their proper places. In making cauls, no outside veneers should be used having checks or other defects which will mar the faces on the panels they are placed against.

Properly made, and properly handled, wood cauls will outlast any other kind, except possibly metal, and are much easier to handle than metal.

Expect Business to Be Stimulated

Furniture manufacturers at Evansville, Ind., believe that the furniture and stove market that will be held in that city April 4 to 9 will be the means of greatly stimulating business. Plans are going forward for the market and it is believed that more than 2,000 retail furniture and stove dealers will be attracted to Evansville by the market. There will be exhibitors not only from Evansville, but from Jasper, Ind., Tell City, Ind., Cleveland, Indianapolis, Chicago, Nashville and other cities. George O. Worland, manager of the Evansville Veneer Company, is a great booster for the market and believes that it will result in much good. "Our business depends a great deal upon the furniture trade," said Mr. Worland the other day. "As soon as the furniture industry revives and the various plants start to operate on time again, the veneer business will boom. When it will come, of course, nobody knows, but we are taking a bright view of the situation and feel like trade is going to improve by and by." The plant of the Evansville Veneer Company is now being operated on time after being closed down for a number of weeks. The plant of the company at Mobile, Ala., has been closed for several weeks and it is not known when it will resume operations. Some of the furniture factories in Evansville are being operated from thirty-six to forty hours a week as compared to fifty-four hours a week in normal times.

Standard Specifications

“LOUISVILLE” TOPS

“AA” GRADE

Faces. Carefully matched for figure and color; all joints glued; face veneer joints balanced, no clipper matching of indifferent figure and random widths; in Mahogany, 1/24" thicknesses used; veneers clear and free from all defects, such as sap, stains, worm holes, sound knots, etc. Machine sanded, belt finished.

Face
Cross-Banding . One piece, clear stock, tight cut, rotary Poplar.

Cores Mixed lumber not permissible; all full length, no short pieces; no Yellow Pine; knots and defects all cut out; all joints tightly glued.

Back
Cross-Banding . Same as face crossings, but more than one piece permitted when jointed and taped, on good one face stock; one piece crossbanding only on good two face stock; Rotary Poplar.

Backs As ordered.

“Made Right” to “Stay Right”

100% Value

The Louisville Veneer Mills

Manufacturers High Grade Plywood from the Log

Louisville, Kentucky

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block
GLADSTONE, MICH.

S. S. "CORINTH"

The Mayflower of Mahogany

OCTOBER 17, 1906,
The Mengel Co.
shipped on the S. S.
"CORINTH" the first
complete cargo of ma-
hogany logs ever im-
ported from Africa into
the United States.

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Smoke-Making Device for Testing the Circulation in Kilns

Watching smoke travel through the piles of lumber is the best method of testing the circulation in a dry kiln. The smoke may be made by burning punksticks, tobacco or rope. Some fire risk, however, attends the use of any of these. Furthermore, the smoke has a temperature higher than that of the air in the kiln and tends to rise of its own accord before following the air currents.

A device which produces a fireless chemical smoke is used for testing circulation in the kilns at the Forest Products Laboratory, Madison, Wisconsin. This device is easily made by anyone and requires only the following materials: some short, thin pieces of board; 2 small, wide-mouthed bottles, ink bottles will do; 3 feet of 3/16-inch rubber tubing; 6 inches of 1/8-inch glass tubing; a

two-hole rubber stopper to fit one of the bottles; some concentrated ammonium hydroxide and some hydrochloric acid. The accompanying sketch suggests how the apparatus may be constructed.

To use the apparatus, pour a small amount of the chemicals into the bottles as shown. Blowing through the tube A will cause a dense white smoke to issue from the bottle containing ammonia. This device may be carried into a kiln without danger of fire, and the smoke will be found to follow air currents without any tendency of its own to rise or fall.

Properties of Ordinary Wood Compared with Plywood

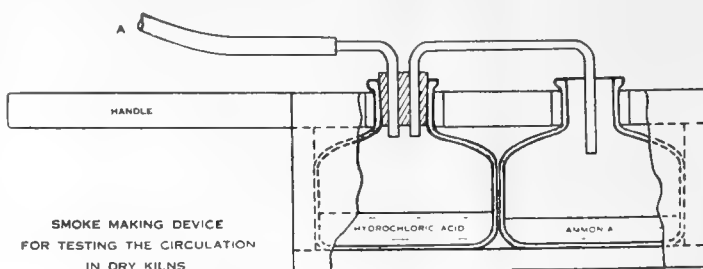
Wood, as is well known, is a nonhomogeneous material, with widely different properties in the various directions relative to the grain. This difference must be recognized in all wood construction, and the size and form of parts and placement of wood should be such as to utilize to the best advantage the difference in properties along and across the grain. Were wood a homogeneous material such as cast iron, having the same strength properties in all directions that it has parallel to the grain, it would be unexcelled for all structural parts where strength with small weight is desired.

The Forest Products Laboratory has found that the tensile strength of wood may be 20 times as high parallel to the grain as perpendicular to the grain, and its modulus of elasticity from 15 to 20 times as high. In the case of shear the strength is reversed, the shearing strength perpendicular to the grain being much greater than parallel to the grain. The low parallel-to-the-grain shearing strength makes the utilization of the tensile strength of wood along the grain difficult, since failure will usually occur through shear at the fastening before the maximum tensile strength of the member is reached.

The large shrinkage of wood across the grain with changing moisture content may introduce distortions in a board that decrease its uses where a broad, flat surface is desired. The shrinkage from the green to the oven-dry condition across the grain for a flat-sawed board is about 8 per cent and for quarter-sawed board about 4½ per cent, while the shrinkage parallel to the grain is practically negligible for most species.

It is not always possible to proportion a solid plank so as to develop the necessary strength in every direction and at the same time utilize the full strength of the wood in all directions of the grain. In such case it is the purpose of plywood to meet this deficiency by cross banding, which results in a redistribution of the material.

In building up plywood a step is made in obtaining equality of properties in two directions, parallel and perpendicular to the edge of a board. The greater the number of plies used for a given panel thickness, the more homogeneous in properties is the finished panel. Broadly speaking, what is gained in one direction is lost in the other. For a very large number of plies it may be assumed that the tensile strength in two directions is the same, and that it is equal to the average of the parallel-to-the-grain and perpendicular-to-the-grain values of an ordinary board.

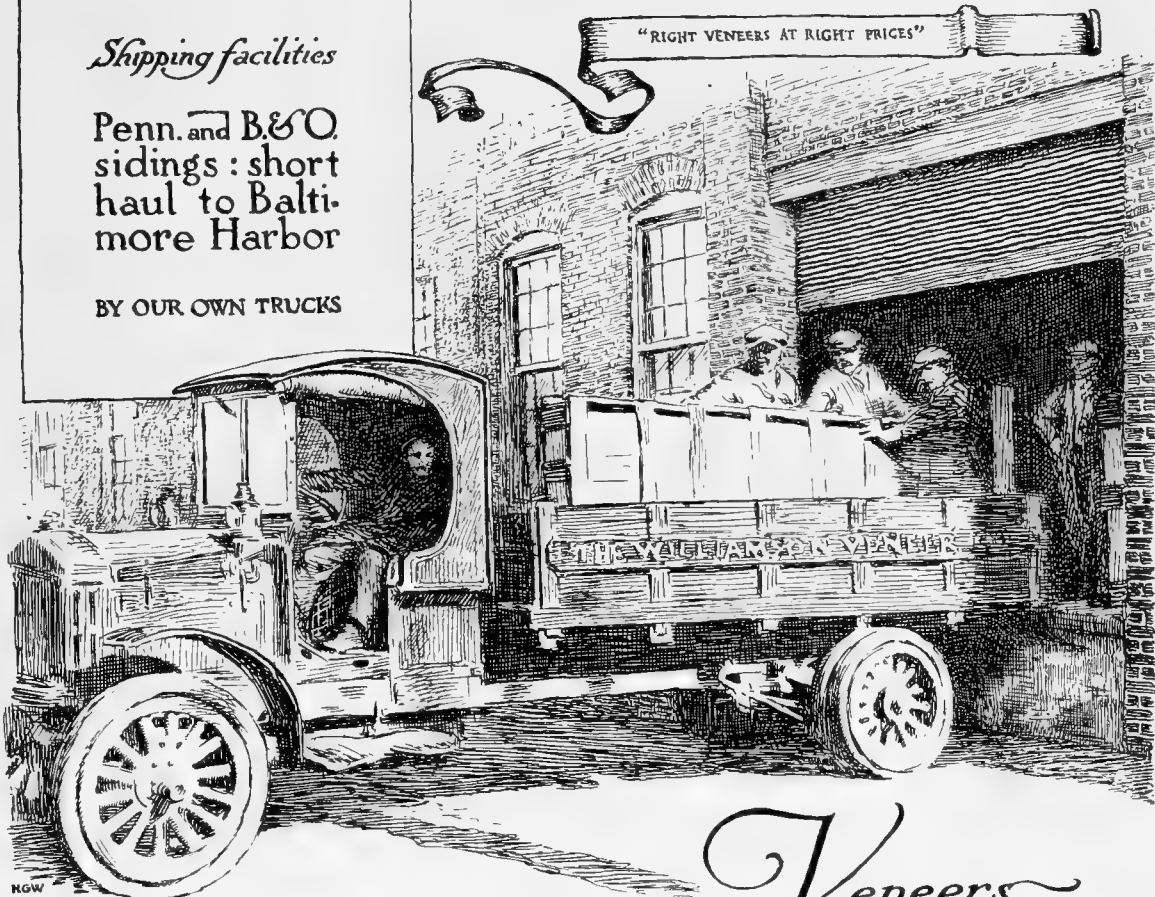


S E R V I C E

Shipping facilities

Penn. and B.&O.
sidings : short
haul to Balti-
more Harbor

BY OUR OWN TRUCKS



Veneers
in

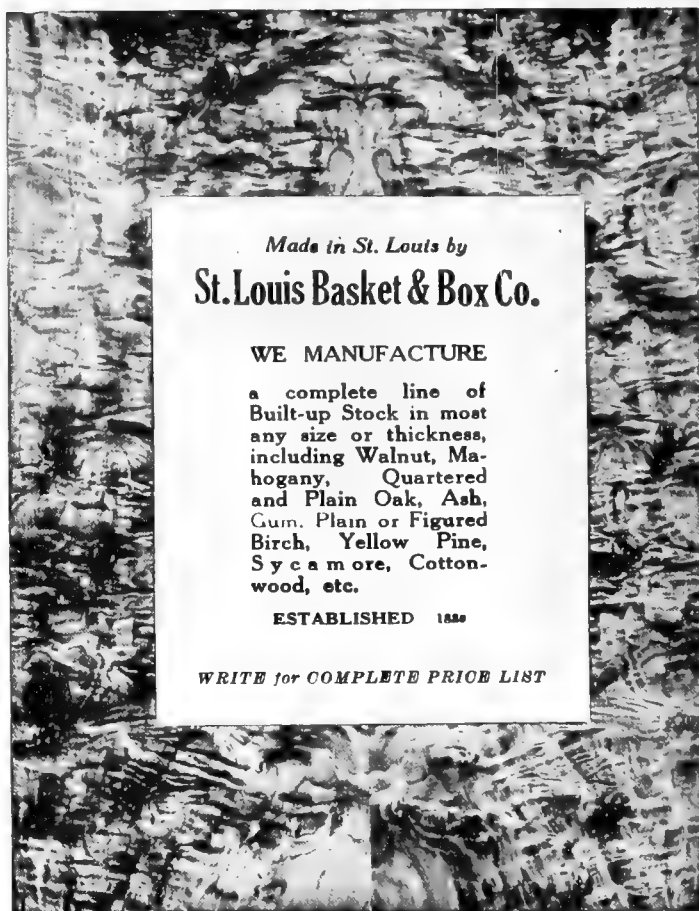
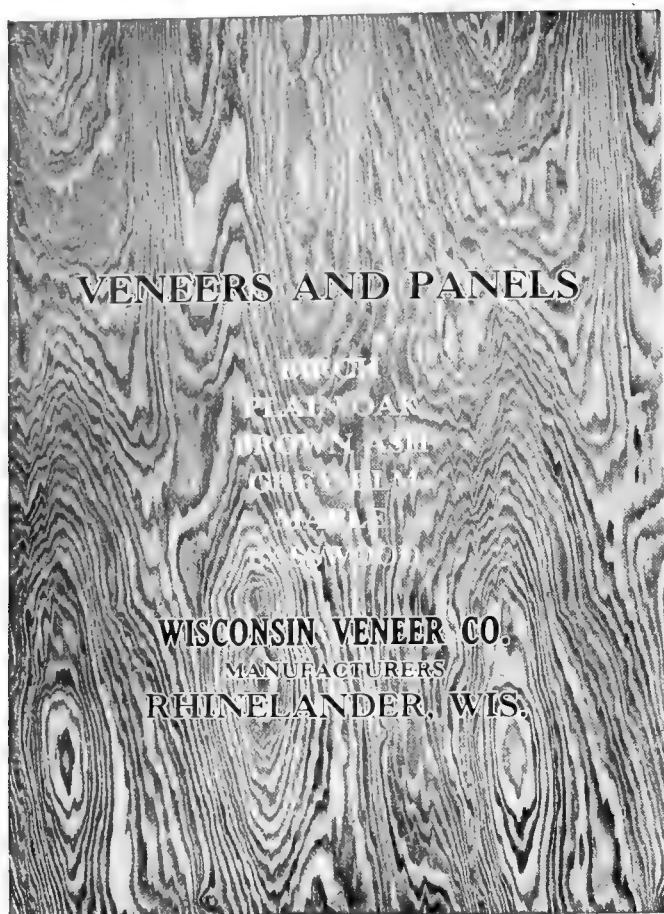
Sales branches;

NEW YORK - 709 6th Ave.,
HIGH POINT, N. Carolina,
JAMESTOWN, N. York.
CHICAGO - 28 E. Jackson Blvd.

WALNUT BUTTS • MA-
HOGANY • LONG WAL-
NUT • BURLS • POPLAR
OAK & OTHER WOODS

THE WILLIAMSON VENEER CO.

MILLS - BALTIMORE, MD.



Solid Walnut Chest Is Rare Novelty

There is probably not another chest in the world in which such a quantity of figured walnut lumber is used, as in the chest illustrated here. American walnut has become far too expensive and precious a material to permit of such use for the ordinary purposes of trade. But this chest was made by one of the leading walnut manufacturers in the country for a present to his daughter. Frank Purcell of the Frank Purcell Walnut Lumber Company of Kansas City, Kans., had the chest made from a log which was one in thousands. Ordinarily it would have been cut into veneers of the highest quality and used to decorate many pieces of furniture. A furniture manufacturer would regard it as a waste and an extravagance to use the solid stock, and would have had a hard time finding a buyer who would be willing to pay the figure at which the chest would have to be sold. Without a doubt there is not another as beautiful solid walnut piece of furniture in the world as the chest made by Mr. Purcell for his daughter. The chest is lined with aromatic cedar.

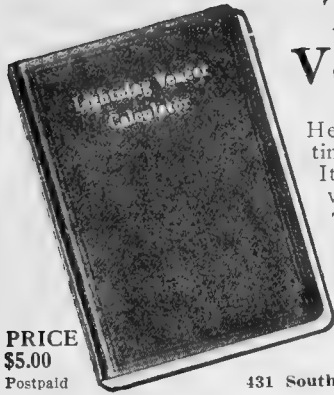
Roddis Sales Manager of Broad Training

The Roddis Lumber & Veneer Company, manufacturers of plywood products, Marshfield, Wis., announces that Lacy H. Sergeant has been made sales manager. Mr. Sergeant has had a wide general experience and his chief characteristic is an ability to work long and hard. His entire business career has been spent with woodworking, veneer or glue organizations. His early experience was with the Grand Rapids Veneer Works and later was secretary-treasurer of the Michigan Maple Block Company, Petoskey, Mich., a position which he surrendered during the war to take charge of lumber drying for the U. S. Aircraft Board in the New England states. After the war he joined the Casein Manufacturing Company of New York in the Waterbury glue division. He joined the Roddis Lumber & Veneer Company in January. He is a native of

Michigan and knows the veneer and lumber game from logging to selling.



A Novel Use of Figured Walnut Lumber



The Lightning Veneer Calculator

Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

ORDER A COPY NOW

and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

AMERICAN LUMBERMAN
431 South Dearborn Street CHICAGO

PRICE
\$5.00
Postpaid

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Hi-Grade Plywood and Veneer

Best Raw Material + First-Class Workmanship × Up-to-Date Equipment = **QUALITY STOCK**

of which we at all times assure you when placing orders with us. **Further**—The feature of an immense amount of stock size panels always on hand permits of quick shipments.

PANELS MADE TO YOUR DIMENSIONS

WRITE FOR PRICE-LIST

GEO. L. WAETJEN & CO.

110-120 REED STREET
MILWAUKEE WISCONSIN

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

COST

For Jointing—Very much less than the hide glues.

For Veneering—A little more per pound than vegetable, but little, if any, more per *Glue Line Foot*.

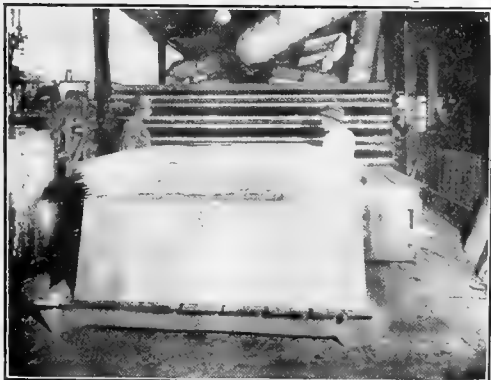
Hundreds of large manufacturers are using "CASCO" to produce the *best* veneered products, at no increase in cost.

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years.

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



Receiving Wide Gum Veneer from one of the two

COE DRYERS

in the plant of Nickey Brothers, Inc., at Memphis, Tenn.

They have tried several methods of Drying Veneer, and say they are best pleased with the Coe Method.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the Machinery for a Veneer Plant

EVANSVILLE VENEER COMPANY
offers a service that measures
up to your expectation.

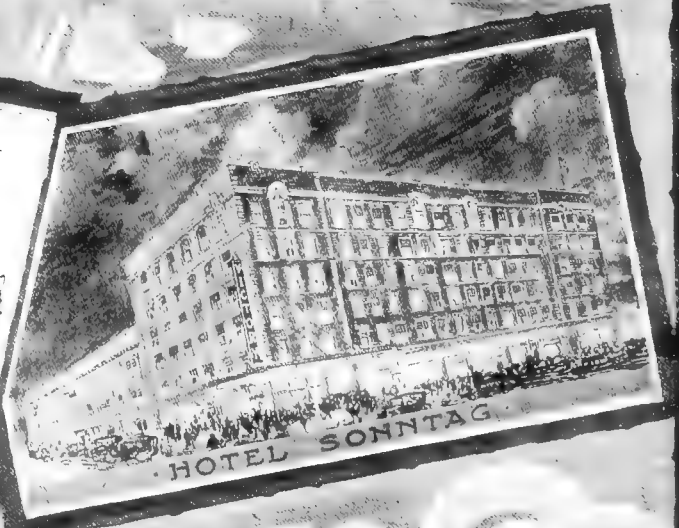
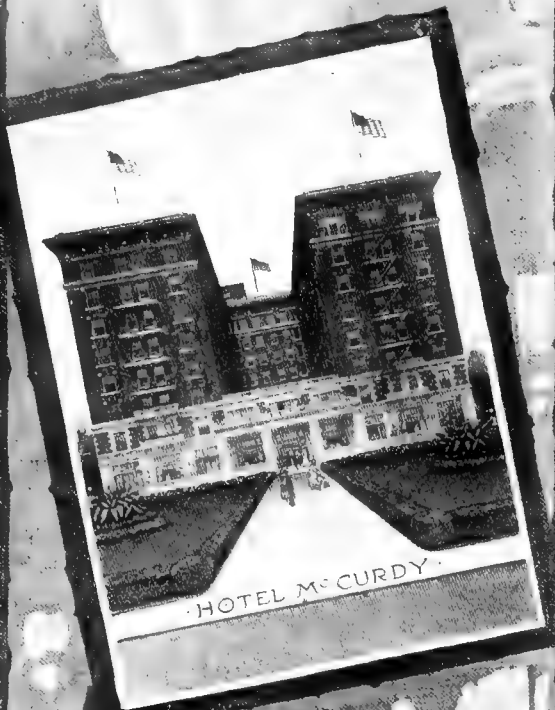
EVANSVILLE VENEER COMPANY
offers a quality that leaves
no regrets.

EVANSVILLE VENEER COMPANY
prices meet any legitimate
competition.

EVANSVILLE line —
Quartered Oak
Plain Oak
Plain Walnut
Figured Gum
Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.
EVANSVILLE, IND.





HIGH HUMIDITY DRY KILNS

—are today drying LAST BLOCKS green from the saw at the following plants:

CANADA LAST CO.	Preston, Ont. (1)
ANGLO CANADIAN LBR. Co.	St. Johns, Que. (1)
MAWHINNEY LAST CO.	Brockton, Mass. (1)
AUBURN LAST CO.	Framingham, Mass. (4) repeat order
BOSTON LAST CO.	Richmond, Que. (2)
C. H. A. STAFFORD	Morrisville, Vt. (3)
MAPLEWOOD LAST WORKS	Malden, Mass. (2)
O. C. MILLER TREEING CO.	Brockton, Mass. (6)
WILLIAMSTOWN CO.	Williamstown, Vt. (3) repeat order
AMERICAN SHOE FINDINGS CO.	Bingham, Me. (10)
F. W. STEWART	Beverly, Mass. (4)
BRATTLEBORO LBR. CO.	Brattleboro, Vt. (4)

Your drying problems are easy compared to these solid 5" blocks of New England Hard Maple.

Why not consult the most up-to-date dry kiln engineers and let us solve your drying problems?

"THE KILN WITH THE CIRCULATION YOU CAN UNDERSTAND"

B. F. STURTEVANT CO.

HYDE PARK BOSTON, MASS.

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y., Philadelphia, Pa., Rochester, N. Y., Seattle, Wash., San Francisco, Cal.

congress of National Forestry Policy, the Forestry Committee will present an interesting report. W. L. Hall of Chicago, who was with the government forest service for over twenty years and was secretary of the Central States Forest Conference will also discuss the question of forest policy and the probable effect of the Snell and Capper bills.

J. W. McClure, Memphis, president of the association and the executive committee, together with the Chicago committee have been working hard to make the forthcoming convention the most successful in the history of the organization and as this is the first convention held in the West in a number of years, Secretary W. W. Schupner reports there will be a large attendance, especially among members who, because of the distance have not heretofore had an opportunity to attend a national meeting.

The banquet which occurs on Tuesday night will be addressed by several prominent men and further announcement will be made in a few days.

The committee in charge of the arrangements are J. W. McClure, Memphis, Tenn.; W. H. Schuette, Pittsburgh, Pa.; H. W. McDonough, Boston, Mass.; H. F. Taylor, Buffalo, N. Y.; G. C. Edwards, Ottawa, Ontario, and the following from Chicago: F. L. Brown, George F. Kerns, E. H. Burgess, George J. Pope and G. D. Griffith.

Lumber Congress and Annual Meeting of the National Lumber Manufacturers' Association

Arrangements are rapidly being completed for the nineteenth annual meeting and third American Lumber Congress of the National Lumber Manufacturers' Association, which will be held March 30, 31 and April 1 at the Congress Hotel, Chicago, in the Gold Room.

Judging from the list of speakers on the program, this lumber congress will doubtless prove to be one of the best ever held under the auspices of the National association. The following men, representing all phases of the industry and National affairs, will deliver addresses: Leslie M. Shaw, ex-Secretary of the Treasury, and a noted speaker and writer; David R. Forgan, president of the National City Bank of Chicago, and banker of international reputation; Congressman Patrick Kelly of Michigan and Senator Frank B. Kellogg of Minnesota; Dr. T. S. Adams, advisor of U. S. Bureau of Internal Revenue; M. W. Alexander, director of the National Industrial Conference Board; Senator Joseph Bailey of Texas; John H. Kirby, president of the National association; J. H. Burton, president of the American Wholesale Lumber Association; W. A. Gilchrist, prominent lumberman of Chicago, and interested in greater activity in the lumber industry toward prevention of waste; C. E. Paul, consulting engineer, and Dr. Wilson Compton, secretary-manager of the National association.

The first day's session, Wednesday, March 30, will be given over mainly to committee meetings and business sessions of the stockholders and board of directors of the National, which will include the annual election of officers. The following is the remainder of the program:

The second and third days of the convention will be featured with addresses along educational, economic, governmental and merchandising lines. A banquet in the Gold Room will be held Thursday evening, March 31, with a program of after-dinner speakers.

Invitations have been sent informally to all lumber associations and to the various branches of the lumber trade. From the number that have already signified their intentions of being present, the coming Lumber Congress should be one of the biggest events in the lumber world this year.

March 31 and April 1

Program of American Lumber Congress

Morning sessions, beginning 10 o'clock, central standard (railroad) time.

Afternoon sessions at 2 o'clock.

Annual dinner Thursday evening, March 31, 6:45 o'clock. Gold Room, Congress Hotel. Tickets, \$4, must be procured by 12 o'clock noon, Thursday, March 31, at registration desk, in Francis I Room.

Thursday, March 31

Morning Session, 10 O'clock

Presiding, John Henry Kirby, President

Address of president, John Henry Kirby.

Report of secretary and manager, Wilson Compton.

Address, "Problems Before Congress," United States Congressman-at-Large from Michigan, Patrick H. Kelley.

Address, "Prevention of Waste in Lumbering," W. A. Gilchrist, chairman. Sub-Committee on Waste Prevention and Utilization.

Afternoon Session, 2 O'clock

Presiding, John Henry Kirby, President

Address, "The Place of the Lumber Wholesaler," J. H. Burton, director National Wholesale Lumber Dealers' Association and president American Wholesale Lumber Association.

Address, "Vanishing Landmarks," former Secretary of the Treasury, Leslie M. Shaw.

Address, "The Preservation of Industrial Peace," former Senator of California, George Wilder Cartwright.

Annual Dinner, 6:45 P. M.

Toastmaster, John Henry Kirby, President

Address, "The Government of the United States," former Senator of the United States from Texas, Joseph W. Bailey.

Friday, April 1

Morning Session, 10 O'clock

Presiding, John Henry Kirby, President

Address, "The Lumber Retailer," John E. Lloyd, president National Retail Lumber Dealers' Association.

Address, Magnus W. Alexander, director of National Industrial Conference Board.

Address, Hon. R. M. Barton, chairman United States Railroad Labor Board.

Afternoon Session, 2 O'clock

Presiding, John Henry Kirby, President

Discussion of problems of federal taxation of direct interest to lumbermen, under auspices Advisory Taxation Committee, Robert B. Goodman, chairman.

Address, L. C. Boyle, counsel.

Address, "Some Questions Involved in Income Tax Litigation," James Andrews, member Advisory Tax Committee.

With the Trade

Proposed Uniform Order Blank

The committee on terms of sale and trade ethics of the National Wholesale Lumber Dealers' Association has completed the preparation of a uniform order blank, which will be submitted for the approval of the members of the association at the annual meeting in Chicago at the Drake Hotel, March 29 and 30. Announcing the completion of the labors of the committee, F. S. Underhill, chairman, declared that the order blank originally adopted by the Ohio Association of Retail Lumber Dealers was used as a basis and that three conferences had subsequently resulted in the draft now ready for submission to the annual convention. "Unquestionably the blank as proposed can be improved upon to meet varying circumstances and conditions," said Mr. Underhill, "but the enclosed is the result of careful consideration by various association representatives who attended the conferences. We, therefore, request that you study this form carefully and be prepared to discuss its merits or faults at our annual..." A reduced copy of the blank follows:

SECOND TENTATIVE DRAFT OF PROPOSED UNIVERSAL ORDER BLANK

ORDER

JOHN DOE LUMBER COMPANY

No. _____ Street (or Bldg.) _____
CINCINNATI, OHIO

Buyer's Order No. _____
Seller's Order No. _____
Date _____ 192__

To _____ Address _____
Ship to _____ At _____
For _____ R. R. Delivery _____
Send Invoice to _____ At _____

SHIP THE FOLLOWING

QUANTITY	DESCRIPTION	PRICE FOB DARD AT

TERMS Freight net cash, balance in 10 days from delivery, less 1% for cash; or date or trade acceptance not payable 60 days from date of invoice.

Specifically define number feet or pieces. Unless otherwise specified, a carload of lumber products shall be of fair average weight, but not less than minimum nor more than maximum car.

IT IS AGREED: (1) That upon five days' notice buyer may cancel if not shipped in accordance with order. (2) That no lot shall be loaded upon delivery. (3) That no lot shall be notified promptly in case of complaint, and contents held at seller's expense and at buyer's risk. (4) That official inspection according to established grading rules of the species described herein shall govern, unless otherwise agreed or stipulated. (5) That hardwood shall be held intact in one otherwise agreed. (6) That buyer may use any part of a shipment (except hardwood) and in such case shall pay at invoice price for all that part used. (7) That remainder of shipment shall be held intact for Official Inspection, or adjustment. All lumber determined to be up to grade shall be paid for according to invoice price, stock below grade to remain property of seller, unless otherwise agreed. (8) Dispute arising which are not covered by Official Inspection may be submitted for arbitration. Government tax and any advance in freight rates to be paid by Buyer. Any reduction to be credited to Buyer. This Order is contingent upon shipment. Act of God or other causes beyond seller's control.

INSERT HERE ANY CHANGES, OR ADDITIONS, IN THIS ORDER:

This Order is taken subject to acceptance or rejection by Seller's home office at _____ days from date hereof, to be forthwith confirmed to _____

THE JOHN DOE LUMBER COMPANY

By _____

Soleman's signature _____

(In final copy to be returned to Buyer with signed confirmation; duplicate copy to Buyer; triplicate copy to Buyer)

Baltimore Exports Recede

The quiet prevailing in the foreign business is plainly reflected in the statement of exports for January, which was issued two weeks ago and which shows a decline in the declared value of the shipments from \$337,615 for January, 1920, to \$226,328 for the first month of the current year. The biggest drop was in oak boards, which declines from 1,497,000 feet, of a declared value of \$135,123 for January, 1920, to 425,000 feet, of a declared value of \$53,977 for last January. There was also a heavy recession in the shipments of poplar boards, which amounted to 620,000 feet, of a declared value of \$53,769 for January, 1920, against only 85,000 feet, of a declared value of \$11,616 for January, 1921. The shipments of implement handles dropped from \$62,001 in January, 1920, to \$16,189 for the same month of the present year. There were also some gains, to be sure, these being mainly in hardwood boards, with an increase from 158,000 feet, of a declared value of \$16,789 for January, 1920, to 452,000 feet, of a declared value of \$53,809 for last January, while staves jumped from 8,260, worth \$3,717, in January, 1920, to 270,382, of a declared value of \$32,569, and in "other manufactures of wood, for which the figures are respectively \$9,345 and \$28,554.

Burr Joins Chicago Mill & Lumber Co.

W. D. Burr, secretary of the National Association of Box Manufacturers, has resigned from that position to accept a position as assistant to Vice-President Yegge of the Chicago Mill & Lumber Company at Chicago. Mr. Burr's resignation became operative March 7 and his position has been assumed by H. L. Pease, assistant secretary of the association, whose headquarters have been in Boston.

The Chicago Mill & Lumber Company also announces that W. A. Jackson, recently export traffic manager of the Certainteed Products Corporation, has joined the sales force of the Chicago concern.

Tustin Marries Cincinnati Girl

Cincinnati papers of March 17 announced the marriage on that date of Clyde R. Tustin, 35 years old, president of the Tustin Hardwood Lumber Company of Memphis, and Miss Louise Meldahl, 27 years old. The couple was married by the Rev. Jesse Halsey, pastor of the Seventh Presbyterian church, and witnessed by several Cincinnati lumbermen, friends of Mr. Tustin.

Peavy-Moore May Build Mill

While no definite announcement has been made, it is currently reported that the Peavy-Moore Lumber Company will begin at an early date the erection of a 200,000 foot hardwood mill at Jasper, Texas, which will be the largest in the hardwood belt. For some time the company has been buying up hardwood stumpage in that district, and now controls over two leagues. More than a year ago the company bought the timber holdings of the Sabine Tram Company and this gave it a big hardwood stumpage.

Chipman Goes Abroad

L. L. Chipman, manager of the export department of the Long-Bell Lumber Company with headquarters in Beaumont, will sail March 22 from New York for Europe to gain first hand information of conditions on the other side.

Painter Will Assist Long-Bell Ad Manager

The Long-Bell Lumber Company, Kansas City, Mo., announces that Leonard Painter, who has been connected with the company's advertising department about a year and a half, has been appointed to the newly created position of assistant advertising manager.

Mr. Painter has also been made editor of The Log of Long-Bell, the company's monthly house organ, the copy for which, as assistant editor, he has prepared since he joined the department.

Prior to his association with the Long-Bell Lumber Company, Mr. Painter spent seven years in various capacities in the newspaper business. He was editor of a country daily, a member of the editorial staff of the Kansas City Star and left his post as an Associated Press editor to join this company.

R. E. Brown Forms Company

R. E. Brown, who for eleven years directed the purchase and utilization of lumber for the Fisher Body Corporation, wishes to announce that he has formed the R. E. Brown Lumber Company and has opened an office at 820 Book building, Detroit, Mich. Mr. Brown will conduct a wholesale business in which the highest class lumber from the best mills will be handled, and personal attention will be given to its manufacture in order to render the maximum of quality and service to the firm's customers. Northern, southern and West Virginia hardwoods will be handled.

Kelly Made Hardwood Manager

The hardwood department of the L. N. Lafferty Lumber Company, 704 Franklin Trust building, Philadelphia, has been placed under the management of A. G. Kelly, who for the past eight years has been connected with the Hutchinson Lumber Company, Huntington, W. Va.

The selection of Mr. Kelly for this position is another indication of his ability to continually advance. He began his lumber career in the woods and has steadily climbed through all the successive stages of the business. This has made him thoroughly familiar with every phase of the hardwood industry from production to merchandising. He is widely known among the trade and expects to expand and increase his acquaintance and standing through his latest connection.

E. SONDHEIMER COMPANY

MEMPHIS TENNESSEE

Band mills at
BATON ROUGE, LA.; SONDHEIMER, LA.; TALLULAH, LA.

Office and Distributing Yard
MEMPHIS, TENN.

Manufacturers of Southern Hardwoods

Dry Stock, Ready for Shipment. Ask us for prices. We may be able to save you some money.
We specialize in genuine Tensas Basin Red Gum—best in the world.

WHITE ASH		PLAIN TUPELO		QUARTERED WHITE OAK		QRTD. RED GUM	
1" to 4" 1s&2s.....	10 cars	1" 1s&2s.....	10 cars	1" 1s&2s.....	2 cars	1" 1s&2s.....	2 cars
1" No. 1 Common.....	10 cars	1" No. 1 Common.....	15 cars	1" No. 1 Com.....	3 cars	1" No. 1 Common.....	3 cars
1 1/4" No. 1 Common.....	5 cars	1" No. 2 Common.....	10 cars	5/8" 1s&2s.....	2 cars	1 1/4", 1 1/2", 2" No. 1 C&B.....	2 cars
1 1/2" No. 1 Common.....	1 car			5/8" No. 1 Com.....	2 cars	2 1/2" No. 1 Com. & Btr.....	2 cars
2" No. 1 Common.....	3 cars	COTTONWOOD				3" No. 1 Com. & Btr.....	2 cars
1", 1 1/4", 1 1/2" No. 2 Com.....	5 cars	1" 1s&2s.....	10 cars	PLAIN RED GUM			
WILLOW		1" No. 1 Common.....	15 cars	5/8" No. 1 Com. & Btr.....	4 cars	PLAIN RED OAK	
1x13" to 17" Box Bds.....	1 car	1" No. 2 Common.....	10 cars	3/4" 1s&2s.....	2 cars	1" 1s&2s.....	3 cars
1" 1s&2s.....	10 cars	1 1/4" 1s & 2s.....	5 cars	4/4" 1s&2s.....	10 cars	1" No. 1 Common.....	10 cars
1" No. 1 Common.....	15 cars	1 1/2" No. 1 Common.....	10 cars	4/4" No. 1 Common.....	3 cars	1" No. 2 Common.....	5 cars
1" No. 2 Common.....	15 cars	1 1/2" No. 2 Common.....	10 cars	4/4" No. 2 Common.....	1 car	1" No. 3 Com.....	2 cars
1 1/4" No. 2 Com. & Btr.....	10 cars	1 1/2" No. 2 Com. & Btr.....	15 cars	1 1/4" & 2" No. 1 C&B.....	3 cars	1 1/4" 1s&2s.....	1 car
1 1/2" No. 2 Com. & Btr.....	15 cars	BLACK GUM		QUARTERED SAP GUM		PLAIN WHITE OAK	
2" No. 2 Com. & Btr.....	5 cars	1" No. 2 Com. & Btr.....	1 car	1" 1s&2s.....	10 cars	5/8" 1s&2s.....	2 cars
CYPRESS		PECAN		1" No. 1 Common.....	3 cars	5/8" No. 1 Com.....	3 cars
1" Pecky.....	1 car	6/4" Log Run.....	5 cars	1 1/4" 1s&2s.....	3 cars	5/8" No. 2 Com.....	1 car
1x4" and 1x8" No. 1 and		8/4" Log Run.....	5 cars	2" No. 1 Common.....	1/2 car	3/4" 1s&2s.....	2 cars
No. 2 Common.....	10 cars	SOFT ELM		2 1/2" No. 1 Common.....	1/2 car	4/4" 1s&2s.....	10 cars
1x12" Pecky.....	1 car	3/4" Crating.....	2 cars	3" No. 1 C&Btr.....	3 cars	4/4" No. 2 & 3 Com.....	15 cars
1 1/2" Sel. & Shop.....	7 cars	6/4" No. 2 Com. & Btr.....	3 cars	QUARTERED RED OAK		PLAIN SAP GUM	
2" Sel. & Shop.....	2 cars	8/4" No. 2 Com. & Btr.....	3 cars	1" 1s&2s.....	5 cars	1x13" to 17" B&B.....	5 cars
2" Pecky.....	2 cars	10/4" No. 2 Com. & Btr.....	3 cars	1" No. 1 & 2 Com.....	3 cars	5/8" 1s & 2s.....	8 cars
2x6" No. 1 Com.....	1 car	QRTD. FIG. RED GUM		1 1/4" 1s&2s.....	3 cars	4/4" 1s and 2s.....	10 cars
3" Shop.....	1 car	1" 1s&2s.....	1 car	1 1/4" No. 1 Common.....	2 cars	4/4" No. 1 Common.....	10 cars
QUARTERED TUPELO		1" No. 1 Common.....	1 car	MAGNOLIA		4/4" No. 2 Common.....	10 cars
1" 1s&2s.....	2 cars			1" No. 2 Com. & Btr.....	5 cars	5/4" No. 1 Com. & Btr.....	10 cars
						5/4" No. 2 Com.....	5 cars

The Two New Worcester Salesmen

Two young men of ability and character have recently been added to the sales force of the C. H. Worcester Company. They are, according to a brief announcement made in the last issue of HARDWOOD RECORD, W. G. Wall of Detroit, Mich., and L. W. Suppe of Chicago. Mr. Wall will represent the Worcester company in southern Michigan, northern Indiana and northwestern Ohio, making his headquarters in Grand Rapids. Mr. Suppe has been assigned to the Chicago and suburban territory and will have his headquarters in the Chicago office of the company.

Mr. Wall is a lumberman with a long record of success. For the last three years he has been selling lumber in the Detroit territory, and for seven or eight years prior to this experience was engaged in the manufacture of northern lumber. In his position as representative for the C. H. Worcester Company he will specialize in the hardwood trade, both with industrial consumers and retail yards. His strategic position in the heart of the consuming territory of the three states named will enable him to give customers in that territory the promptest possible service. His selection at just this time is evidence of the Worcester company's belief that business can be had by going after it. They believe in the slogan that "1921 will reward fighters."



W. G. Wall

Stark Will Increase Capital to Million

James E. Stark & Company, Inc., have made application for an amendment to their charter through which they are seeking to increase their capital stock from \$300,000 to \$1,000,000. This is by way of converting their surplus into working capital, according to James E. Stark, president, although the business of the company has rapidly expanded during the past few years, making a larger capital necessary. This firm only recently completed a new band mill in North Memphis. It now has two band mills and a veneer plant at Memphis and a band mill and veneer factory at Dyersburg, Tenn. The application is signed by James E. Stark, M. C. Raymond, J. E. Walsh and others.

Plan Over Million Capital

George C. Brown & Company, with general offices in Memphis and hardwood mills at Proctor and Lake Village, Ark., have filed application for an amendment to their charter whereby they seek to increase their capital stock from \$600,000 to \$1,200,000. The application is signed by President L. E. Brown, Secretary - Treasurer H. B. Weiss and the other directors of the firm. Mr. Weiss is authority for the statement that the increase is being made in line with plans the company has had under consideration for the past year and that it does not mean immediate expansion.



L. W. Suppe

Paxton Company Opening Branch Offices

The Paxton Lumber Corporation of Savannah, Ga., is extending its selling organization in Georgia. On March 15 a branch office was opened in Macon and on April 1 or 15 the company expects to open another branch in Atlanta. Both of these branches will handle southern hardwoods, yellow pine and cypress and will be in charge of men thoroughly experienced in all these lumbers and equipped to give the trade the same high quality of service and same fair treatment that characterize the dealings of the Paxton Lumber Corporation. Lee Bennett will manage the Macon office and F. A. Brewer will be the manager of the Atlanta branch.

Personnel of Baird & Rees Company

Baird & Rees Lumber Company, a Pittsburgh corporation, capitalized at \$50,000.00, with offices in the Bessemer building, Pittsburgh, Pa., have recently engaged in the general wholesale lumber business.

C. T. Baird, Jr., president, was formerly sales manager of The Germain Company, Pittsburgh, Pa.

Mr. Baird's entire business career has been devoted to the lumber industry. He is a native of Louisiana and received his early schooling at the mills in Louisiana and Texas, later entering the commission business at El Paso, where he remained until we entered the war, then enlisted in the army, serving a major portion of the time as a first lieutenant with the 2nd Reg. Inf. U. S. Regular Army. After the war, he established a Pittsburgh office for the W. R. Pickering Lumber Company of Kansas City, Mo., leaving them to accept the position of sales manager for The Germain Company.

James Rees, vice president, is one of the old residents of Dover, Ohio, and is in the retail lumber business, being president of the Union Lumber Company, Dover and New Philadelphia, Ohio.

A. L. Rees, secretary and treasurer, has been brought up in the lumber business, his first experience being in the employ of the Union Lumber. Mr. Rees comes from a lineage of lumber people, the Rees' having been engaged in the lumber industry for the past four generations. Mr. Rees served in the army throughout the period of the war and after receiving his discharge accepted a position in Pittsburgh with Krauss Brothers Lumber Company, New Orleans.

New Helfrich Mill Is Operating

The new saw mill of the Helfrich Lumber & Manufacturing Company on the Ohio river between Evansville and Howell, a suburb, was started in operation a few days ago and is now being operated steadily and the company has an ample supply of logs on hand. The Helfrich company's old mill on the same site where the new mill was erected, was destroyed by fire six years ago and since then the company has been disposing of a large amount of lumber that it had on hand following the fire. The new mill is modern in every particular and is one of the best equipped plants in this section. Michael D. Helfrich, the president of the company, who is one of the wealthiest men in Evansville, during the past several years has bought up large tracts of timber lands in Kentucky and Tennessee and as a result he will have plenty of logs to run his mill here for years to come. Mr. Helfrich figured that it would be cheaper to bring the logs here and saw them up than to erect mills on the various timber tracts. For many years past the Helfrich Company has been one of the best known in this region. For a long time the company got the bulk of its lumber supply from along Green river in western Kentucky.

Strong Joins Peytona Company

Edwin C. Strong, manager of the Philadelphia, Pa., office of the Forest Lumber Company, resigned that position March 15 to become sales manager of the Peytona Lumber Company, Huntington, W. Va. He will direct the distribution of this large company's product from the headquarters in Huntington. This company operates two large band mills in West Virginia, producing high grade hardwoods in addition to handling other stocks of the same high character from close connections. Mr. Strong's connection with the Forest Lumber Company extended over a period of five years, during which he handled the sales and directed the business of the company in the Eastern territory. Prior to that experience he spent some time on the road and before that was employed by the Fenwick Lumber Company of Fenwick, W. Va., at its West Virginia operation, for several years. His experience in the hardwood business totals thirteen years, which has made him unusually thorough. For the past few years he has been actively identified with the Eastern Lumber Salesmen's Association, and is now a director and vice-president of that organization.

Lyons Hopes to Come Back

The Lyons Lumber Company, of Middlesboro, Ky., recently went into bankruptcy, and is in the hands of receiver J. A. Sanders, of Knoxville, appointed by the Federal Court at Maysville. G. S. Lyons, president of the company, was in Louisville a few days ago, in an effort to secure a big order for plow handles and beams, amounting to about \$60,000, which would enable him to work up material on hand and pull out. It is reported that liabilities are only about \$15,000, and assets close to \$35,000.

Mowbray Recuperates in Arkansas

F. W. Mowbray, president of the Mowbray & Robinson Lumber Company, who has been at Phoenix, Arizona, for several months for his health, is now at Hot Springs, Ark., where he will remain for several weeks before returning to Cincinnati. E. O. Robinson, vice-president of the company, has returned from a month's hunting and fishing trip in Florida.

Fullenlove Joins W. P. Brown & Sons

Tom J. Fullenlove, former vice-president of the Churchill-Milton Company, who has been salesmanager for the E. V. Knight Plywood Sales Company, New Albany, handling the lumber output of the Navco Hardwood Company, has gone with the sales department of W. P. Brown & Sons Lumber Company. Mr. Fullenlove has been active in the hardwood trade for years, having been sales manager some years ago of the Louisville Point Lumber Company, was later owner of the Dixie Lumber Company, which latter concern was absorbed by the Churchill-Milton Lumber Company. Fullenlove was assistant to the late Smith Milton, when the latter was sales manager of the Louisville Point Lumber Co.

Buggy Manufacturer Kills Himself

James B. Kaler, age sixty, president of the Harper Buggy Company at Columbia City, Ind., which was destroyed by fire March 12, committed suicide March 13. Ill health and the loss he suffered from the fire is believed to have been the cause for his act. His body was found by his nephew, Walpole Kaler, general manager of the buggy plant. The Harper Buggy Company was established in 1899 and did business in several states. Loss, estimated at \$140,000, with insurance of \$60,000, was suffered by the company, the origin of which is unknown.

Widow of Otto Duker Dies

Mrs. Anna C. Duker, widow of Otto Duker, founder of the well-known lumber and milling firm of Otto Duker & Company, Baltimore, Md., died at her home, in the Tudor Hall Apartments, on March 10 after an illness of several months from the infirmities of old age. She was 83 years old. Surviving are three sons, J. Edward Duker, Herman H. Duker and Henry P. Duker, all engaged in the lumber or box making business, and three daughters.

Kelley Joins Landeck Company

The announcement that W. A. Kelley, a man of wide general experience in the hardwood and other branches of the lumber industry, has joined the Chicago sales force of the Landeck Lumber Company, has been made by J. L. Pomeroy, Chicago manager of the company. Mr. Kelley was formerly with the Lincoln Lumber Company of Chicago. He will assist in the marketing of the wide variety of lumber handled by the Landeck company.

Hardwood News Notes

CHICAGO

A powerful assembly of home building propaganda will be presented to the people of Chicago in the way of the Own Your Home Exposition, which opens at the Coliseum March 26 and will continue until April 2. The whole subject of home building and furnishing from the architect's plans to the finished dwelling, will be visualized in a manner that promises to be most alluring and effective. The keynote of the exposition will be a complete modern village, with tree lined streets, terraced lawns and modern homes. Detailed exhibits will demonstrate every phase of home building, and in both of these the lumber industry will make the proper showing. A number of the lumber associations will have exhibits, among which will be a complete home, which will be shown by the Chicago Lumbermen's Association. The exposition is expected to have a tremendous influence in reviving activities of the building industry in Chicago.

Chicago will be the scene of an important meeting of the committee on Inter-Association Arbitration at the Drake Hotel, 10 a. m. Monday, March 28. Dwight Huckleley, chairman of the committee, has requested the attendance of the other members of the committee, who are: J. B. Montgomery, Pittsburgh; J. H. Burton, New York; Edgar Cummings, Cincinnati; Findley M. Torrence, Xenia, O.; C. D. Root, Crown Point, Ind.; J. W. Mayhew, Columbus, O. The secretaries of various lumber manufacturing, wholesaling and retailing associations have also been asked to send representatives. It is hoped that the meeting will result in definite progress toward the establishment of uniform arbitration methods. The committee was appointed at the Trade Ethics Conference, which met in Cincinnati in October, 1920.

It is also probable that the committee on Terms of Sale and Uniform Order Blank will meet in Chicago at the same time. This committee comprises the following: C. V. McCreight, Pittsburgh, chairman; Warren J. Duffey, Toledo, O.; L. P. Lewin, Cincinnati, O.; W. G. Sweet, Elmira, N. Y.; F. S. Underhill, Philadelphia, Pa.; Max Myers, Cleveland, O.; Chas. B. Carothers, Memphis, Tenn.; and M. Krauss, New Orleans, La.

F. H. Burke, Cleveland, O., representative of the H. F. Below Lumber Company, has moved to Chicago to make his headquarters at the Chicago office of the company for a time.

Charles Dregge of the Nichols & Cox company, Grand Rapids, Mich., was in Chicago the latter part of the week ending March 19.

C. L. White of the Breece Manufacturing Company, Portsmouth, O., was in Chicago March 18.

Among the hardwood lumbermen from various sections of the country visiting in Chicago last week are the following: W. H. Day, manager of the lumber department of the Wood-Mosaic Company, Louisville, Ky.;

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



J. N. Penrod of the Penrod Walnut & Veneer Company, Kansas City, Mo.; Frank Purcell of the Frank Purcell Walnut Lumber Company, Kansas City, Kans.; W. W. Knight of the Long-Knight Lumber Company, Indianapolis, Ind.; R. J. Wiggs of the Green River Lumber Company, Memphis, Tenn.; A. C. Wells of the J. W. Wells Lumber Company, Menominee, Mich.; M. J. Fox of the Von Platen-Fox Company, Iron Mountain, Mich.; Walter N. Kelley, Detroit, Mich.; H. Brooks Sale of Hoffman Bros. Company, Fort Wayne, Ind.

J. A. Bolser of the J. W. Darling Lumber Company, Cincinnati, O., stopped over in Chicago March 11 while enroute to his headquarters in Cincinnati, after a trip to the west coast.

BUFFALO

Lewis A. Kelsey, a North Tonawanda hardwood lumberman, who died suddenly on February 23, made bequests of \$1,000 each to the Y. M. C. A. and the Y. W. C. A. of his town and also gave \$2,000 to the Congregational Church of Stone Church, the hamlet where he was reared in Genesee County, N. Y. After giving his interest in the hardwood business to his oldest son, C. Everett Kelsey, who was the only one associated with him in it, he bequeathed the residue to the widow, and it is finally to be divided between the three remaining children.

PITTSBURGH

R. E. McCall from his offices in the Bakewell Building, reports it possible to get a little commercial business in hardwood provided you hustle hard for it. The general market, however, is indifferent and sales are made usually only at a very high cost of getting the business.

Representatives of the chief users of wood in Pennsylvania will attend a big conference April 13 and 14 at Harrisburg, at the request of Governor William C. Sproul. Delegates will include men from wood-working establishments, dealers in telephone and telegraph poles, wagon makers, paper manufacturers and furniture and barrel factories.

February building showed a total of \$760,000 or 50 per cent gain over the total for January, 1921. The big factor that was missing in the February total was residence building.

The McKay Carriage Company, of Grove City, Pa., which has turned its attention the past few years to manufacturing truck bodies, is doing a splendid business this year, according to R. W. McKay, its president, who has directed the affairs of the company for twenty-five years.

The Ricks-McCreight Lumber Company reports hardwood business very slow and sees no probable improvement in general demand until wages

in the building trades are settled. Just now orders are very few and are for broken lots so that the wholesaler's profits are unsatisfactory.

The Satter-Hamilton Lumber Company makes the same general report of very poor business and little prospect of an improvement until wage scales are adjusted.

E. H. Schreiner Lumber Company does not see any improvement in the situation this month. In fact, general conditions are worse than they were in February.

BOSTON

The strike of the Boston building trades unions continues in force. It has been on for two months and during that time has and does now tie up all construction and repair work in this city and its suburbs and in some of the adjacent towns and cities. The union men want \$1.50 an hour and the building employers want to cut the \$1 an hour rate that existed prior to this strike to \$.90 cents an hour. All efforts to settle the strike have so far proved futile and no hope for its settlement before April at least is held. The strike has practically destroyed the interior trim trade in hardwoods here, so that business in that line, which constitutes about 12 to 20 per cent of the hardwoods business here, is not expected to revive much before the late summer or fall.

Exports of hardwoods from the port of Boston for the month of January, 1921, statistics of which have just been made available, from the office of the collector of the port, were as follows: hardwood boards, 45,000 feet, valued at \$4,297; wooden chairs, \$10,225; wooden office furniture, \$978; other wooden furniture, \$6,352; cooperage shooks, \$145; staves, 31,834 pieces, \$8,612; woodenware, \$14,177; other manufactures of wood, \$111,507; total, \$156,293.

BALTIMORE

The plant of the Marvel Packing Company at Sharptown, Md., has closed down until April owing to the scarcity of gum timber, caused by the high tides overflowing the gum swamps of the Carolinas, where the timber for the company's operations is obtained. Two large timber barges left for the swamps last Wednesday. The Marvel Company had used a mule in the swamps for not less than 18 years to draw cars loaded with gum logs. It was taught to walk on a board only twelve inches wide and often as narrow as six inches, in the center of the car tracks, drawing cars of logs sometimes as far as two miles. The mule was rough shod, so as not to slip, and was never hurt. The animal died last week.

The South Hill Manufacturing Company, whose plant at Eastern avenue

and Thirty-seventh street, Baltimore, has been used as an assembling establishment for the manufacture of wooden boxes, shooks, etc., is preparing to put up this spring a building 150 by 300 feet and equip it for the manufacture of boxes and crates. Packing cases of all kinds are to be turned out, and hardwoods in considerable quantities will be used.

COLUMBUS

E. G. Dillow, manager of the Franklin Lumber Company of Columbus, has been named Viceroy of the Columbus district order of Hoo Hoo. He has already taken steps to organize a local Hoo Hoo club.

At Mechanicsburg, Ohio, C. W. Alexander & Sons have been succeeded by a firm known as Clemmons & Alexander.

A disastrous fire recently totally destroyed the yard and plant of the Home Lumber Co., of Warren, Ohio, causing a loss of about \$50,000, which was partly covered by insurance.

The name of the Schmitt Lumber & Supply Company of Cleveland has been changed to the Schmitt Lumber Company, eliminating supplies.

G. W. Foster, formerly connected with the Sanford-Bodge Lumber Company of Columbus, has severed his connection with that company and has organized the Foster Lumber Company. Offices have been opened in the Gasco building. The new concern will wholesale southern pine, cypress and hardwoods.

The J. M. Andrew Lumber Company, recently organized by J. M. Andrew, has now opened offices in the James Building.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, reports a larger number of inquiries for hardwoods with orders coming in slightly better. But business is still slow, however, and many of the prospective purchasers are still holding off. The mills of the company have been placed in operation on about a 40 per cent basis. Shipping is going on promptly.

E. M. Stark, secretary of the American Column & Lumber Company, reports a better feeling in lumber circles and more especially in hardwood matters. Inquiries are more numerous, indicating a disposition to enter the market. Retailers and factories are both making inquiries. Railroads are held up on orders because of lack of funds. Mr. Stark recently returned from a business trip to Chicago and Cleveland.

CLEVELAND

Members of the industry allied with the Cleveland Board of Lumber Dealers have approved the move proposed by the National Federation of Construction Industries for the education of the public into the correct building situation, as outlined at the recent meeting in Chicago, and reported upon here by J. V. O'Brien, secretary, who represented the entire industry from Cleveland. Support of the movement is likely to be deferred here for a few weeks, however, owing to the uncertainty attending the expiration, on May 1, of wage agreements between the Building Trades Employers Association and union building trades crafts. Employers are for a wage reduction, while union leaders not only oppose reductions, but demand increases, as, for example, an increase of 10 cents over the present \$1.25 rate for carpenters.

This hint is holding back prospective house builders from going ahead with operations—and upon house building the bulk of hardwood business here must depend. Another factor making for caution in renewed building operations is the failure of most materials to deflate in price, and still another is the refusal of banks to loan money for new building operations.

New location for his headquarters is announced by John W. Enoch, long identified with the industry in Cleveland. Mr. Enoch for several years has been located in the Hippodrome building. Henceforth he will be at 10102 Pierpont avenue.

CINCINNATI

Contract for the construction of a lumber shed on Station avenue between Chester Park and the C. H. & D. Railroad to cost approximately \$4,000 has been awarded by the M. B. Farrin Lumber Company to the Hazen-Jones Construction Company.

The Sayers & Scovill Company, automobile and carriage manufacturers, have declared a dividend of 1½ per cent on common stock and 1½ per cent preferred, payable April 1 to holders of record March 21.

The Cincinnati Carriage Makers' Club has nominated the following members for the Board of Directors: F. H. Bossmeyer, Alphonse Gruber, Emil E. Hess, Frank H. Knoblauch, Fred Luth, A. C. Pogue, Harry Voss and Phil T. Walker. Clarence I. Rennekamp, Chairman of the Nominating Committee, announced that the annual election is to be held Monday, April 14.

INDIANAPOLIS

Dealers in hardwoods designed for construction purposes are much delighted with the passage of the law, and its signature by the governor, which would make a misdemeanor the failure of a contractor to accept payment for any construction work and then fail to pay the material bills.

The Vincennes Furniture Manufacturing Company, at Vincennes, Ind., has reduced the number of its directors from six to five.

Several Indianapolis contractors are planning to present figures for the construction of a new factory building for the Karges Wagon Works at Evansville, Ind. The factory will be used for the manufacture of miniature wagons. It will be one story high, 60x250 feet.

The Richmond Lumber Company of Richmond, Ind., has increased its capital stock from \$10,000 to \$50,000.

The Gruesing Abel Manufacturing Company, of Terre Haute, Ind., has completed its organization with a capital stock of \$15,000. The company plans to manufacture furniture. The directors are G. N. Cruse, W. H. Abel, H. L. Gruesing and Walter Abel.

The construction industry won its first victory of the spring when the strike of carpenters at Columbus, Ind., was declared off and the men went back to work at a lower figure. They will get 70 cents an hour for nine hours instead of the same money for eight hours.

The lumber trade here is wondering what will happen to the present scale of wages for the building trades when the negotiations are made public at the end of the present month. The contractors say they will not settle for the same money now being paid and the trades all want increases. A plan has been started by some to make the building business here open shop.

Millspaugh & Irish, automobile body manufacturers here, have organized a realty company with a capital of \$90,000 for the purpose of enlarging their plant site. The directors are Harry B. Millspaugh, Clarence R. Irish and C. B. Clippinger.

The C. D. Pierson Lumber Company, of Clay City, Ind., has filed a preliminary decree of dissolution.

The plant of the W. L. Brown company, north of Indianapolis, has been sold to the Farmers' Terminal Grain and Feed Company of this city. The new owners will take over the main portion of the plant June 1 and will wreck it and build a large elevator and flour mill there.

According to Walter B. Sterns, city building commissioner, the largest number of building permits for one week in the history of the bureau were issued last week. Although the valuation has been exceeded the number of permits issued is the largest. A total of 242 permits of a valuation of \$376,486 were issued. Fifty-one permits of a total valuation of \$104,595 were issued yesterday, which are far in excess of the average day's reports for last year.

EVANSVILLE

The first flood of the lower Ohio river for this season was reported the second week in March and the river after reaching a point of about one and one half above the danger line at Evansville came to a stop on March 16, but practically no damage was reported, although a great many of the bottom farms between this city and Paducah, Ky., were under water for a few days. Both Green and Barren rivers in western Kentucky, also, were above flood stage for several days and while a few saw mills and stave mills along those rivers were closed down for a short time, the damage, if any, was slight. It is not believed that the floods will seriously delay the bottom farmers in their spring work.

A committee has been appointed by the Commercial Club at New Harmony, Ind., a live town on the Wabash river a few miles west of Evansville, to investigate the prospects of bringing an excelsior or box factory to New Harmony. A. R. West, lumber buyer for a large box and egg case factory at Caruthersville, Mo., who has been buying timber along the lower Wabash river for the past year, says there is still an abundance of timber left along that river and that a box factory at New Harmony would be able to get plenty of raw materials for years to come.

D. B. MacLaren, lumberman of Indianapolis, who for many years was located in the business in Evansville, was here a few days ago calling on the local trade. Mr. MacLaren, who was formerly president of the Evansville Lumbermen's Club, says that for some time past trade at Indianapolis and other cities in the central part of the state has been rather sluggish, but in his opinion the worst of the business depression is over and he thinks that April 1 will see a marked improvement in the situation.

J. T. Sullivan, representing the Philip A. Ryan Lumber Company at Memphis, Tenn., was here a few days ago calling on the local trade. He said that not over 10 per cent of the hardwood mills in the south are now being operated and he thought that perhaps some of the mills now running would close down soon. He said that trade had been exceedingly dull since the first of the year. Another recent business visitor here was D. G. Shelby, representing the Clark and Boice Lumber Company, of Dallas, Tex. Mr. Shelby said that things had been rather dull down in Texas for some time past.

Carl Wolfin, who for the past year has been associated in business with his father, Charles A. Wolfin, in the Wolfin West Side Lumber Company in this city is now connected with the Central Warehouse Lumber Company at Minneapolis, Minn.

William H. McCurdy, president of the Hercules Buggy Company, and Mayor Benjamin Bosse, president of the Globe-Bosse-World Lumber Company, also associated with many other large wood consuming manufacturing companies of this city, have been made honorary members for life of the Press Club here. Mr. McCurdy is president of the Evansville Journal Company, while Mayor Bosse is the president of the Evansville Courier Publishing Company.

Building contractors of Evansville a few days ago made a request of the building trades crafts of the city to accept a 20 per cent reduction in wages on the first of April, this being the time when most of the contracts of the contractors with the unions will expire. All crafts refused the request with the exception of the sheet metal workers and they said

they would agree to accept the cut on conditions that the workmen in other lines would. It is expected that the contractors and union officials will be able to formulate a new scale and iron out their differences between now and the time the contracts expire. It is generally believed that there will be material reduction in the wages of most of the workmen in all lines.

Lumber manufacturers and retail dealers of the city, as well as owners of wood consuming plants, took an active part in a drive that was conducted by the Chamber of Commerce here during the week that ended on March 19 to raise a fund of \$250,000 to be known as a factory fund and to be used in paying a bonus to new factories locating here. Among those who took an active part in the campaign were the following: J. C. Greer, of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club; Daniel Wertz, of the Maley and Wertz Lumber Company; Elmer D. Lubring, of the Lubring Lumber Company; Joe Waltman, of the Evansville Band Mill Company; Charles M. Frisse, of the Globe-Bosse-World Furniture Company; Charles A. Wolfen, of the Wolfen West Side Lumber Company and many others.

The plant of the Brown Bros. Lumber Company at Dale, Ind., has been unable to operate much of the time during the past three or four weeks owing to the bad condition of the roads in that part of the state.

The Kollker Lumber Company, with a capital stock of \$25,000, filed articles of incorporation in the county recorder's office here a few days ago and will start in business at once. The directors of the company for the first year will be Henry Kollker, Sam Rosenthal and John Cody. Mr. Kollker has been connected with the Mechanics' Planing Mill Company here for a number of years and was secretary and treasurer of the Tri-State Lumber Dealers' Association while it was in existence.

The Globe-Bosse-World Furniture Company of this city has increased its capital stock from \$1,000,000 to \$2,000,000. Charles M. Frisse, the secretary of the company, said there was no special reason for increasing the capitalization at this particular time, but that it was done so that the company will have additional stock for future use.

Gus Bauman, of the Maley and Wertz Lumber Company of this city, has returned from a business trip to Memphis, Tenn.

WHEELING

The Shinnston Planing Mill Company, Shinnston, W. Va., has been incorporated for \$50,000 to do a general lumber and milling business. The incorporators are: Walter J. Brown, James R. Robinson, E. E. Robinson, Allison Robinson and D. C. Brown.

Three plants of the Ritter lumber company, that at Maben, Wyoming county, and at Fitzpatrick and Beaver, Raleigh county, started up March 1, after having been closed down for nearly three months. According to a statement made by an official of the mill at Maben the mills resumed operation in anticipation of increased demand rather than because of the necessary immediate demand. All the men employed at the plants, both inside and outside, accepted wage cuts averaging 25 per cent.

The King Lumber Company, a Virginia corporation, has brought suit in the United States court in Charleston, W. Va., against the National Bank of Summers, Hinton, for \$25,000 damages.

Russell M. Eagle, who for ten years has been associated with the Bemis Lumber Company of Bemis, W. Va., has gone to Carmona, Texas, to be the superintendent of the Sauer-Ragley Lumber Company. Prior to his departure for Texas, Mr. Eagle was married to Miss Dorothy Dindinger at Elkins, W. Va.

The directors of the Bailey Lumber Company held a meeting at Bluefield, W. Va., on Feb. 5 and elected officers for the ensuing year. They are: E. L. Bailey, president; Dr. T. E. Perry, vice-president; George Dunglinson, Jr., secretary; W. E. Grady, treasurer and N. J. Jenkins, general manager. The directors reported a very gratifying business during the past year and an increase in the capitalization of the company from \$50,000 to \$250,000.

The state of West Virginia has issued a corporate charter to the Kanawha Hardwood Company of Charleston. The chief works of the company will be in Kanawha county. The company is incorporated for \$25,000 by W. D. Payne, Berkeley Minor, Jr.; S. F. Hopper, C. P. Miller, F. D. Drumheller, Charleston, W. Va.

The Sharpnack Timber Corporation has been organized at Huntington, W. Va., for operation in Logan county. The capital stock is \$25,000 and the incorporators are Thomas S. Sharpnack, Walter E. Smith, J. H. Meek, William R. Thompson and N. Sands.

The H. E. Nixon Lumber Company has been formed at Huntington, W. Va., and incorporated for \$50,000. The chief works of the company will be in Cabell county. The incorporators are H. E. Nixon, A. F. Parsons, Etta E. Parsons, Grace Nixon and John Boman.

It is announced in Charleston, W. Va., that a railroad will be built from Centalla, Braxton county, to Bergoo, at the Junction of Leatherwood Creek and Elk River, Webster county. The road will serve the vast coal fields in Braxton and Webster counties, in addition to extensive lumber tracts. The length of the railroad will be about 25 miles and it will be built by the Centalla and Elk River Railroad company, capitalized at \$50,000 and incorporated by V. H. Odell, Ira D. Davis, J. D. Rake of Richwood; Ross F. Stout, Clarksburg and A. F. Holden, Centalla.

D R Y I N G

VENEER "Proctor" PROCTOR & SCHWARTZ
also DRYERS INC.
Re-drying PHILADELPHIA, PA.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

FOR SALE

Southern Hardwoods

OAK, GUM, ASH, ELM,
MAPLE, CYPRESS,
HICKORY, POPLAR

WRITE OR WIRE

Jerome Hardwood Lumber Co.

JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOOR-
ING, OAK, ASH, CYPRESS AND GUM LUMBER

MEMPHIS

All the civic and commercial organizations in Memphis have held a meeting and endorsed the bond issue of \$500,000 with which to acquire a site for river terminals here so that Memphis may secure funds from the government for the constructions of such terminals, thus giving this city possession of such facilities that it will be able to make full use of the barge line service operated on the Mississippi. They furthermore decided to use their influence in every way to secure a favorable vote when the issue goes to a referendum. Col. S. B. Anderson, president of the Anderson-Tully Company, is chairman of the Mississippi River Terminal Commission and George C. Ehemann, of George C. Ehemann & Company, is chairman of the publicity committee, that will seek to create favorable sentiment on the bond issue. Ralph May, a former president of the Lumbermen's Club of Memphis, made a strong talk in favor of securing the government funds through the bond issue and warned against too great confidence. It is believed by the organizations in question that the government barge line service, used for the handling of lumber, cotton, iron, steel, coal and other heavy tonnage, will go a long way in the direction of solving the rate problem created by the high transportation charges made by the railroads in the valley territory and also that it will be an important factor in building up export trade handled to New Orleans by the government boats.

Russe & Burgess, Inc., will close down their mill at Memphis within the next few days as they have about completed cutting up their supply of logs which had to be attended to in order to prevent spoilage. This firm has been doing little or no logging during the past few months for the reason that it has not felt that manufacture of hardwood lumber under present market conditions a wise or sensible policy to pursue.

James E. Stark & Company, Inc., will start up their band mill at Dyersburg, Tenn., Monday, March 28, and will continue to operate this, as well as part of its facilities at Memphis, until they have converted present distressed logs into lumber and until they have taken care of stumpage that must be moved this year. It is the announced intention of this firm to discontinue manufacturing operations when this has been accomplished unless, in the meantime, the market itself shows a far better tone.

Alfred Dobell, of Alfred Dobell & Company, Liverpool, England, is a visitor in Memphis.

Hugh McLean of the McLean Hardwood Lumber Company, Buffalo, N. Y., was a guest at the regular semi-monthly meeting at the Hotel Gayoso this afternoon. This firm has branch offices and plants at Memphis and Little Rock.

E. A. Conneighton, of the J. W. Darling Lumber Company, Cincinnati, was another visitor to the Memphis market.

F. L. Throgmorton, general agent of the American Overseas Forwarding

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture

Virginia Stock

OAK DIMENSION, PINE DIMENSION

Old Dominion Lumber Co., Inc., Roanoke, Va.

WARREN ROSS LUMBER CO.

BAND MILL AND YARD, JAMESTOWN, N. Y.

We are running our mill continually, manufacturing all kinds of Hardwoods, and maintain a complete stock here. We ship direct from the mills all kinds of Northern & Southern Hardwoods, also Mahogany.

B I R C H

We have very complete stocks of dry lumber in 4/4 to 16/4 thickness

DOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

We offer COMPLETE STOCK

WISCONSIN OAK

"TRY US"

MAPLE

4/4" No. 1 Com. & Btr. 5 cars
4/4" No. 2 Com. 4 cars
5/4" No. 2 Com. & Btr. 6 cars
8/4" No. 2 Com. & Btr. 4 cars
10/4" No. 2 Com. & Btr. 2 cars
16/4" No. 2 Com. & Btr. 1 car

BIRCH

4/4" No. 1 Com. & Btr. 3 cars
4/4" No. 2 Com. 5 cars
5/4" No. 1 Com. & Btr. 3 cars
8/4" No. 2 Com. & Btr. 3 cars
8/4" No. 1 Com. & Btr. 2 cars
12/4" No. 2 Com. & Btr. 1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Company, has returned from a trip through Oklahoma, Missouri and Kansas in the interest of that organization. He reports that exportation of hardwood lumber is continuing at the rate of approximately 750,000 feet a week through this company.

LOUISVILLE

Stockholders of the Kentucky Wagon Mfg. Company, Louisville, recently approved resolutions, enabling the officers to increase working capital for extension of the business, through stock increase, bonds, or notes, the increase to be from \$500,000 to \$1,500,000, the amount being left to the officials.

It is tipped in Louisville that J. Graham Brown, of W. P. Brown & Sons Lumber Company, will be appointed by Mayor Smith to the honorary position of a director of the Louisville Board of Water Works, to succeed Edward P. Humphrey, whose term expires in a few days.

Louisville lumbermen have been invited to attend the mid-season meeting of the Appalachian Logging Congress, which will meet at the Sinton Hotel, Cincinnati, April 28 to 30.

Edward L. Davis, of the Edward L. Davis Lumber Co., reports that his sales for the past few days have been up to production of his mills, and that the situation is showing steady improvement.

The Wood Mosaic Company reports a slightly better demand for hardwoods. Business with the flooring department has shown especial improvement, and that division is getting busy.

The Norman Lumber Company reports good business, and sales of capacity production, demand for poplar siding and poplar lumber picking up nicely.

P. B. Lanham, president of the Lanham Hardwood Flooring Company, has started work on a new dry kiln which will replace one that was badly damaged by fire on January 1.

J. S. Thompson of the Southern Hardwood Traffic Association, R. L. Olcott of W. P. Brown & Sons Lumber Co., A. L. Musselman and H. J. Gates of the Louisville Point Lumber Co., represented the local interests at a meeting of lumbermen with railroad executives at Memphis on March 15, at which discussion was heard relative to present high freight rates on lumber. Mr. Thompson stated that the meeting was satisfactory, in spite of the fact that no immediate relief is in sight, due to the labor situation as affecting the carriers.

WISCONSIN

The Suring Manufacturing Company has been incorporated with a capital stock of \$35,000 at Suring, to build and operate a box factory, veneer and heading mill. Work will begin about April 15. Equipment is now being purchased. The backers of the enterprise are A. J. Wilcox of Green Bay and A. C. Kubiak, formerly of Sobieski, Wis. Mr. Kubiak will have the active management of the business.

The American Seating Company at Manitowoc has awarded contracts for the erection of a two-story factory addition, 48 by 120 feet in size, of brick, concrete and steel construction. With new equipment and other machinery, the improvement will cost about \$35,000. The general contractors are Edward R. Herman & Company, local.

The Hilbert Woodenware Company of Hilbert has decided to discontinue business and will retire. The equipment of its mill and factory has been purchased by the Konz Box and Lumber Company of Appleton, which will build several small additions to its factory to accommodate the machinery and thereby increase its capacity to the point demanded by its orders. All departments of the Konz plant are operating on a full time schedule with a maximum number of men. The new branch factory at Seymour, operated as the Seymour Woodenware Company, will be ready to start operations about April 1. It was built during the past winter to replace the factory destroyed by fire in the spring of 1920.

The Randolph Wagon Works at Randolph, manufacturing heavy duty farm wagons, trucks and trailers, has accepted plans for a new factory to be erected immediately. It will be 100 by 120 feet in size, one story high, of brick and mill construction and cost about \$50,000, including equipment. William Gossin is president and general manager of the company.

The Brown Safety Ladder Company of River Falls, Wis., has disposed of its plant, equipment and business to Andrew Myhre, of Stillwater, Minn., who intends to operate the plant as a general sash, door, millwork and wood products factory. Mr. Myhre is a millwork expert of long experience and was associated in executive capacities with large sash and door interests in Stillwater and other Minnesota cities for many years.

The Appleton Wood Products Company of Appleton, which up to this time has specialized in the manufacture of meat blocks and similar butchers' supplies, has decided to augment its line with a number of specially designed articles for meat markets and hotels. The first to be put into production is a meat truck built of maple, and when made for hotels will be highly finished for use in trucking dishes to and from dining rooms. A combination meat block, sink and drain board for hotels and restaurants and a casing table with center drain will also be made in quantity.

Otto E. Knoke of Hatley, who undertook the erection of a new sawmill at Appleton last fall, but intermitted the project because of conditions, will resume construction work at once and push the building to completion. It was inclosed before work was suspended late last fall and will soon be ready to receive machinery and other equipment. Mr. Knoke operated a sawmill

at Hatley for many years. He will move his residence to Appleton as soon as the new mill is ready and take personal charge of the management.

One of the largest contracts of the new construction season in the interior finish line is that awarded to the A. F. Meckelburg Company, 760 Thirty-first Street, Milwaukee, for the large addition to the Hotel Martin on Wisconsin Street. The work also embraces the entire remodeling of the main floor of the present hotel and involves a large requirement of high grade hardwood finish and trim.

The Railroad Commission of Wisconsin has taken under consideration the application of two railroads for grant of permission to close parts of their lines permanently. Hearings will be held in order to give logging and lumber companies an opportunity to express themselves in regard to the vacation of trackage. The principal line it is proposed to abandon is an eleven-mile cutoff operated by the Wisconsin and Northern Railway between Girard Junction and Taylor Rapids in Marinette county. This originally was built as a private logging railway, later being acquired by the railroad company. It has been intimated that a strong protest will be entered against the abandonment of this line when the hearing is held.

The Hardwood Market

CHICAGO

The Chicago market continues to be chiefly a one-car affair in hardwoods. The bulk of the demand is coming from manufacturing concerns with small storage place for lumber. Their stocks of hardwoods are being exhausted more quickly than the stocks of the larger plants that were able to store up a large surplus of raw material. The curtailed operation of furniture and other plants continues to keep sales far under par. The furniture plants are operating about 30 per cent of capacity. The railroads are buying very little and the hardwood people are not particularly anxious to sell them because of their being such slow pay. The phonograph demand continues dead. No large quantities of stock are being sold anywhere and the industry is being sustained only by the accumulation of small orders widely distributed as to firms and industries. The securing of this kind of business is demanding the highest measure of industry from the lumber salesmen. Prices are vacillating, but on the average now longer than fifteen days ago. Buyers are not yet confident, however, that the bottom has been reached. Many of them, nevertheless, are picking up bargains. Especially is this true of the wholesalers, who are doing quite a little speculative buying.

BUFFALO

The hardwood trade is not showing much activity, though at some yards a fair increase in shipments is reported. The improvement is slow to develop and much unsettlement of prices exists. They vary sometimes as much as 40 or 50 per cent and as long as such conditions occur buyers are very likely to hesitate about taking hold in any extensive way. There is not quite so much optimism about early revival of trade as was the case several weeks ago, although the demand is probably a little better than it was at that time. If any particular woods can be said to be leading in the demand, oak and maple are selling best at most of the yards.

Building is not going ahead here on any active basis, although the cost of buildings for the first two months of the year were larger than a year ago. They were \$1,668,000, as compared with \$1,064,000. There is no assurance as yet that March will do as well as last year, when the cost of permits was above the average.

PITTSBURGH

Hardwood business is so slow in reviving that wholesalers are disgusted with the situation. There is no inquiry from the yard and there will not be any until building and industrial conditions are greatly improved. Railroad trade is confined to ties and a little bridge timber. Glass factories have been shutting down here and there the past two weeks which has put a stop to all business in that direction. Coal mines, owing to the warm weather, are working only about two days a week, if at all, and are consequently buying no lumber. Steel mills are doing little better for several more big plants have shut down since March 1 and the United States Steel Corporation is putting its furnaces out of blast. All in all, the demand for hardwood is extremely poor. Wholesalers believe that there will be no improvement in particular until wage scales are adjusted and this may take months. Also, the bad financial condition of the railroads is no doubt holding up a large amount of good hardwood business.

BOSTON

Improvement continues, though slight, in both demand and inquiry for hardwoods. But the trade and inquiry is still very unevenly distributed. Some wholesalers still report absolutely no improvement in trade in any line; and others there are who report an encouraging though not by any means heavy improvement.

What improvement there is in the hardwoods trade is chiefly from the

Shawano County Hard Maple

IS OUR SPECIALTY

Special Offerings In Dry

Birch $5\frac{1}{4}$ " Maple
All Grades

BASSWOOD, Sel & Btr., 4/4", 10" & wdr. 11 mos. 30,000'
BASSWOOD, No. 2 & Btr., 6/4" 11 mos. 50,000'
BIRCH, No. 2 Com., 6/4" 11 mos. 100,000'
SOFT ELM, No. 2 Com. & Btr., 4/4", 5/4" & 6/4" 11 mos.
ROCK ELM, No. 1 Com. & Btr., 10/4" 11 mos. 1 car
HARD MAPLE, No. 1 Com. & Btr., 7/4" 11 mos. 125,000'
MAPLE, No. 1 Com. & Btr., 10/4", 12/4" & 16/4" 11 mos.
SOFT MAPLE, No. 2 & Btr., 4/4", 5/4" & 8/4" 11 mos.

WAUSAU **Chas. Gill Lumber Co.** WISCONSIN

Ash — Hickory — Beech — Poplar Oak — Cypress — Gum — Tupelo

Straight cars, all grades and thickness
N. H. L. Association rules of inspection

We specialize in Poplar 5/8" to 5" in thickness. We have

POPLAR		TUPELO	
4/4" Log Run.....	125,000'	4/4", 5/4", 6/4".....	100,000'
5/4" Log Run.....	75,000'	SAP GUM	
6/4" Log Run.....	100,000'	4/4", 5/4", 6/4".....	75,000'
8/4" Log Run.....	100,000'	CYPRESS	
OAK		6/4", 8/4" No. 1 Shop & Btr.	30,000'
4/4" No. 3 & Btr.....	100,000'	BEECH	
5/4" No. 3 & Btr.....	150,000'	8/4" No. 2 & Btr.....	15,000'
6/4" No. 3 & Btr.....	50,000'		

LET US QUOTE YOU ON ANY OF
THE ABOVE STOCK, ANY GRADE

HOYT PARKER LUMBER CO.
P. O. BOX 614. Office, 311 City Bank, MOBILE, ALABAMA

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

*Manufacturers of the Time Tested
Wolverine Maple Flooring*

13/16x2 1/4 Clear	60,000'	13/16x3 1/4 No. 1	25,000'
13/16x2 1/4 No. 1	175,000'	13/16x3 1/4 Factory	150,000'
13/16x2 1/4 Factory	200,000'	1 1/16x2 1/4 Factory	160,000'
13/16x3 1/4 Clear	69,000'	1 1/16x3 1/4 Factory	175,000'

WRITE FOR PRICES

LET US QUOTE YOU ON YOUR HARD-
WOOD LUMBER REQUIREMENTS

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of

Dry Northern Hardwoods

HARD MAPLE
SOFT MAPLE
BASSWOOD

BIRCH
BEECH
ELM

UP-TO-DATE BAND MILLS Now OPERAT-
ING at PELLSTON and MUNISING, MICH.

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old
stock that we want to ship quick:

All Regular Widths and Lengths

Send us YOUR
inquiries for
NORTHERN
HARDWOODS
and HEMLOCK

ASH—Wisconsin Brown	
No. 1 & Btr., 5/4.....	8 mos. dry
No. 2 & Btr., 6/4.....	8 mos. dry
BIRCH	
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)	
No. 1 & Btr. 5/4, 8 mos. dry.....	1 car
No. 1 & Btr. 6/4, 8 mos. dry.....	1 car
No. 1 & Btr. 8/4, 8 mos. dry.....	1 car
No. 1 & Btr. 10/4, 7 mos. dry.....	2 cars
BASSWOOD	
No. 1 & Btr. 6/4, 10 mos. dry.....	2 cars

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH	
4/4 1st & 2nd.....	35,000'
4/4 Select.....	100,000'
4/4 No. 1 Common.....	50,000'
4/4 No. 2 Common.....	35,000'
8/4 No. 1 Com. & Btr.....	20,000'
SOFT ELM	
4/4 No. 2 Com. & Btr.....	75,000'
5/4 No. 2 Com. & Btr.....	30,000'
10/4 No. 1 Com. & Btr.....	20,000'

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

furniture people. There is some improvement noted in the demand for poplar, especially for use in machinery manufacture and for telephone and other specialty box work. There is nothing being purchased by the railroad people, or by the chair makers, and little by the musical instrument manufacturers. Though they are still pretty well stocked up and have had a number of returns, the piano manufacturers are beginning to buy some.

Accumulation seems to be chiefly in the cheaper grades, demand being better for the first and seconds, and pretty dull for the common grades.

BALTIMORE

Conditions in the hardwood trade show very little change, with the demand still of a decidedly halting character and with the range of prices giving little or no evidence of improvement. Because of the indifferent demand and the unsatisfactory returns, producers manifest no eagerness to turn out stocks, the mills that have been closed continuing for the most part their policy of waiting until a change for the better shall come that will lift values up to a level which offers some chance of profits. It is even reported that plants which have remained active for months will also close down, still further curtailing the production, the market being regarded as such that nothing is to be hoped for just now. Holders of timber lands naturally feel that they do not want to go ahead cutting up their timber and getting nothing out of their work. They take the view that it is better to wait until the requirements of users of hardwoods have once more established acceptable returns. The cost of mill labor, of course, has gone down, but it does not appear to be low enough for at least some of the mill men, who are determined to avoid sacrificing their stumpage. The plants now idle, it is also to be borne in mind, will hardly be in a position to turn out stocks advantageously for some months, for their organizations have been disrupted and it will be necessary to recruit forces again and weld them into efficient bodies, which cannot be done in a day. The increase in the inquiry noted some time ago does not seem to have kept up, the trade being evidently affected by the general uncertainty in business, which has not yet given place to more stable conditions. Big consumers, like the Columbia Graphophone Company, for instance, have been out of the market and have not yet resumed buying in anything like normal volume, the stocks acquired sufficing for the wants now experienced. Some of the largest wood working plants are running with greatly reduced forces, which, naturally, makes for pronounced quiet in the hardwood trade.

COLUMBUS

There is a better feeling in the hardwood trade in Columbus and central Ohio territory. While orders have not increased to any great extent, still inquiries are more numerous, indicating a disposition to enter the market. Retailers are probably the best customers at this time. Some factories are placing inquiries, some of which have developed into orders. On the whole there is a better tone to the trade and the worst of the slump is believed to be over.

Retailers have rather low stocks of hardwoods, judging from the reports of travelers. In many cases the stocks are badly broken. With prospects for building with the opening of spring rather bright, dealers are showing an inclination to come into the market. Architects and contractors are busy figuring on construction work for the season, much of which will be the building of dwellings and apartments.

Manufacturing concerns are also making inquiries, preparatory to placing some orders. Box factories are buying to a certain extent and the same is true of implement and vehicle concerns. Furniture factories are also making inquiries. Piano and talking machine factories are still going slow in placing orders. Reserve stocks in the hands of factories are getting lower and this will drive them into the market.

Prices are fairly well maintained at former levels, with wide spread on some items.

CLEVELAND

Prospects for a better market for hardwoods here is seen in the partial revival of industrial activity in northern Ohio. The fact that while some plants are resuming operations, others are closing, is making hardwood interests here skeptical about there being any real business in sight from this quarter, but on the other hand many agree that inquiries coming forward in the last fortnight would indicate that such business is not far distant. Increased activity in the automobile trade here and in cities nearby has started, though in a limited way so far. Manufacturers report that dealers again are in the market, indicating that surplus stocks of cars are being absorbed as the active season approaches. Inquiries for materials with which to complete their partly finished cars and heard among hardwood interests in consequence. There is little to be expected for some time to come from the general manufacturing and furniture making consumers. Sharply reduced buying part on the part of those who have been buying heavily in furniture and kindred products, and the still large stocks in retailers hands, has slowed down manufacturing considerably, and until present stocks are worked off, or reduced in price sufficiently to attract new business, it is not expected that much new production will be done. Hardwood distributors are concentrating on the foregoing factors largely because they see little movement of material for interior finishing or other building purposes until wage agreements between employers and building trades operatives, which expire May 1, are settled.

CINCINNATI

The hardwood market here continues to rock along in much the same way as for several weeks past. While conditions are very slow, some dealers see an improvement in inquiry. Considerable low-priced lumber is being offered, indicating that a great deal of stock is still looking for a quick market. Demand is perhaps a trifle better than two weeks ago and the future is growing gradually brighter, but the market has considerable distance to go before it even approaches the normal basis of activity. Manufacturing concerns have evidently given their buyers orders not to purchase hardwood until after April 1, as they apparently think prices will come down further still. Market prices no longer exist. The question now is to find the person who needs lumber and what he is willing to pay. During the past two weeks, many members of the trade refused to quote prices on No. 1 and 2 common. The majority of inquiries at this time are coming from the furniture, piano and automobile factories. Many of the wood-consuming plants are using hardwood for which they paid around \$250 a thousand and which can be bought today for \$85 or \$90. Railroads are holding off because of the lack of ready money. In view of the fact that there is plenty of lumber on the market, and dry lumber at that, with conditions such that loading is rapid and movement by rail excellent, the buyer isn't being forced to buy very far ahead with the result that as soon as stocks in consumers' hands are reduced, it is expected that there will be a much better run of small orders for immediate use. Retailers are generally finding themselves short of lumber in some grades, but are not willing to buy unless they can find what they consider bargains.

INDIANAPOLIS

Little change can be noted in the hardwood situation. However, all indications point to a resumption of business on an increased scale among the hardwood using industries. Prices have not changed, though the market is stronger, which fact is especially noticeable among the retail firms, which report an increased demand and numerous inquiries for hardwoods to be used in construction work. Among the industries, by far the greatest volume of finished business goes to the automobile industries, which make Indianapolis their production homes. These factories for the most part are down, or are operating at a small fraction of their production. However, during the auto show just held here a large number of machines were sold, giving the manufacturers encouragement. The large body factories here report that business yet is dead, but all of them are optimistic for a return to something like the production of last year before the midsummer season. The furniture factories just south of Indianapolis at Shelbyville, Ind., also report an increasing number of orders, which will enable them to increase production soon. It is significant to note that all hope for this sort of business is dead, since another factory is being started there. The talking machine cabinet industries here report that while business in production is dead, reports from eastern manufacturers show that the retail end of the business is picking up decidedly and they are hoping to increase their production shortly.

EVANSVILLE

There has been little or no change in the market of the hardwood lumber manufacturers in southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks. Manufacturers say that in all their experience they have never seen business quite so dull and they have stopped making predictions as to when there will be a real revival in trade. The number of inquiries has increased some during the past few weeks and collections have improved and manufacturers are of the opinion that things will get better soon. Only a few of the hardwood mills in this section of the country are being operated now and indications are that the plants that are closed down will not start up for some time. Few logs are coming in from the southern logging centers at this time. Many of the manufacturers are making no efforts to get logs. Prices are unsatisfactory. One large lumber manufacturer here said the other day that many of the local mills have sap gum on hand that cost them from \$70 to \$90 per thousand feet to manufacture and that representatives of southern mills have come here and offered this same kind of lumber for figures as low as \$25 a thousand. He said it was this sort of thing that kept the market demoralized and that even people who are in the market for lumber, are refusing to buy at figures offered them when they are so low and that such action on the part of the manufacturers is causing buyers to have less confidence in the future. Manufacturers say that more sanity is needed just now on the part of men who have lumber to sell and that they should not offer their products at a figure less than it cost them to manufacture them. The retail lumber business has been rather sluggish, although dealers profess to see signs of some improvement later on. Building operations are rather slow to pick up although some of the towns in southern Indiana have mapped out large building programs for the coming year.

MEMPHIS

Hardwood interests at Memphis are feeling more cheerful over the situation than heretofore and are more confident than they have been at any time this year that the "worst has been seen" and that "things are on the mend."

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.

OWENSBORO

KENTUCKY

Regular Width and Lengths; Dry

Ash.....	Com. & Bet.	4/4 to 16/4
Ash.....	No. 2 Com.	4/4 to 8/4
Chestnut.....	Com. & Bet.	4/4
Red Gum.....	Com. & Bet.	4/4 to 8/4
Qtd. Red Gum....	Com. & Bet.	4/4 to 8/4
Qtd. Red Oak.....	FAS	3/4 to 8/4
Qtd. Red Oak....	No. 1 & 2 Com.	3/4 to 8/4
Qtd. White Oak.....	FAS	1/2 to 8/4
Qtd. White Oak..	No. 1&2 Com.	5/8 to 8/4
Pl. Red Oak.....	FAS	4/4 to 16/4
Pl. Red Oak....	No. 1&2 Com.	4/4 to 16/4
Pl. White Oak.....	FAS	4/4 to 8/4
Pl. White Oak....	No. 1&2 Com	5/8 to 8/4
Poplar.....	All Grades	4/4 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS

Owensboro, Ky.

Campbellsville, Ky.

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 No. 1 & Btr.....	40,000'	4/4 No. 2 & Btr.....	40,000'
4/4 No. 2 Common.....	115,000'	5/4 No. 1 & Btr.....	300,000'
5/4 1st & 2nds.....	50,000'	5/4 No. 2 Common.....	175,000'
5/4 Selects.....	80,000'	6/4 No. 1 Common.....	20,000'
5/4 No. 1 Common.....	60,000'	6/4 No. 2 Common.....	175,000'
5/4 No. 2 Common.....	200,000'	8/4 No. 2 Com. & Btr.....	150,000'
6/4 1st & 2nds.....	10,000'	10/4 No. 2 & Btr.....	60,000'
6/4 Selects.....	30,000'	BASSWOOD	
6/4 No. 2 Common.....	75,000'	4/4 No. 1 & Btr.....	200,000'
8/4 No. 1 Com. & Btr.....	35,000'	4/4 No. 2 Common.....	200,000'
SOFT ELM		SOFT MAPLE	
6/4 No. 2 & Btr.....	90,000'	4/4 No. 2 & Btr.....	100,000'
		6/4 No. 2 & Btr.....	11,000'

Can furnish all kinds of
Hemlock and Hardwood Crating

BAND MILLS AT
CHASSELL AND ONTONAGON, MICHIGAN

C. H. Worcester Co.
NOT INCORPORATED
19 So. La Salle Street, CHICAGO

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

**The MOWBRAY
& ROBINSON CO.**
(INCORPORATED)
CINCINNATI, OHIO

This more cheerful spirit is traceable directly to the increased volume of business, which is moderate, and to the decided gain in the number of bona fide inquiries. One of the larger firms here today, specializing in ash, reports having received something like 25 to 30 bona fide inquiries this morning, principally from automobile manufacturers, and others admit that consuming interests, while not buying much more than immediate needs, are displaying more activity than heretofore.

Considerable encouragement is extracted from the changed tenor of the reports of Babson's Statistical Organization which is now advising the purchase of lumber on the ground that prices have gone rather too low and on the additional ground that the early future is likely to see some increase therein. Manufacturers here admit that this is one of the most favorable developments in some time. They point out that the generally-entertained belief in lower prices and lack of confidence in the stability of lumber at present low levels have been the greatest obstacles to buying and they are confident that, with the attitude of consumers changing somewhat, better business and better prices are practically certain to follow.

Encouragement is also being extracted from the increase shown in building activity by Bradstreet's Agency and from the additional fact that the automobile industry is "coming back" much more rapidly than expected. Many inquiries and not a few orders are being received from automobile manufacturers, as indicated by the fact that sales of more than 3,000,000 feet have been made here to automobile interests within the past few days. It was generally felt that the automobile industry had sustained such a blow from the decreased purchasing power of the people of the United States that it might require a long while for resumption of activity in producing circles within that industry. Dodge Brothers and other manufacturers, however, are resuming and the outlook for buying from that source is considered much brighter than even ten days ago.

Inquiries and some orders are coming from manufacturers of furniture and from producers of flooring and interior trim. The box industry is enjoying a generally better business than a short time ago and this is taking considerable quantities of low-grade cottonwood, gum and other southern hardwoods. Demand from box interests and from other consumers of the lower grades, however, is held in check to a material extent, so far as southern and southwestern producers are concerned, by present excessive freight rates. This was made perfectly clear at the recent conference between the Southern Hardwood Traffic Association and executive officers of the principal railways in the South and Southwest.

There is not much to be said on the subject of prices. They are still running along an exceptionally low level, considerably lower, so far as Nos. 1, 2 and 3 common are concerned, than before the world war. They are below present replacement costs, too, in the opinion of the majority of the trade. The higher grades are showing an appreciably better tone and some tendency toward advance as a result of the relative scarcity of these. But it is conceded that present values on log-run lumber are rather below current replacement costs and that there is nothing to be gained by closing out lumber on present values.

There has been no change of attitude toward production in this part of the country. There is almost no voluntary resumption of manufacturing operations. Such resumption as is noted is forced by the necessity of taking care of logs before they spoil. If any proof were required that there is no tendency to resume voluntarily, this is easily available. J. W. Dickson, president of the Valley Log Loading Company, is authority for the statement that his firm is loading less than 20 per cent of a normal volume of logs for this time of the year; that most of the 5,000,000 feet of logs lying along the right of way of the Yazoo & Mississippi Valley railroad represents timber for which there is little or no market, and that there are "virtually no new logs coming out." He further states that weather conditions have been so unfavorable for some time that the woods are thoroughly water-soaked and that it would be next to impossible to cut and haul logs even if there were an inclination to do so.

LOUISVILLE

For a time it looked as if Louisville hardwood operators would not have much better business in March than during January and February, but manufacturers are buying somewhat better, and there is a decidedly improved demand for poplar and gum. Walnut and mahogany are fair, and quartered oak is showing some improvement. Ash is moving somewhat better to the vehicle, auto and similar industries. Business is coming in spurts, and is far from heavy, but it is better than it has been, and with flooring and siding more active, better interior trim demand is in prospect. With the exception of a very few mills, production is at a standstill, and some of the local companies plan to cut out as quickly as possible, and remain down through the summer. Logs are getting scarce as there is very little logging being done. With the present small production coupled with improved demand both domestic and foreign, indications are that surplus stocks will be reduced, and that prices will show some improvement. There is a generally better feeling being expressed in the trade.

A local hardwood operator, in discussing the situation, remarked: "It reminds me a good deal of one of these old worn-out six cylinder motors. You start out in the morning probably hitting on six cylinders, and after that you drop a couple. Limp along on three or four, pick up one or two,

think you are going to start hitting in six again, and drop backward. Business may also be compared to the snail that slid back about as many feet per night as he climbed per day. As a fact there is no stability to the lumber demand. We will get in a few orders and a lot of inquiries and things will look bright. We ship a few cars and then everything goes dull again. Business is coming in spurts, but none of them are long enough or strong enough to influence the mill man into starting up his mills and increasing his holdings."

ST. LOUIS

The market is termed as "Spotty." When the warm weather set in there was a little buying but it seemed as though the consumer bought a little and this "boomlet" faded away. Railroads are buying sparingly. Prices on common lumber are very weak.

BEAUMONT

Hardwood men are convinced that the decline in hardwood prices, extending over a period of more than a year, has now been checked. While the stabilization of the market, or rather a positive tendency in that direction, has not brought about anything like normal conditions, there is a slight increase in the demand.

Due to the exceedingly low price, upper grades and odd sizes have been chiefly in demand and this, coupled with the very slim production is looked upon as the means of bringing about a better market. Due to the limited supply of these grades of material, it is expected that an advance will relieve the pressure on lower grades.

Box factories are taking a fair amount of stuff and factories of that kind in this section are running full time.

MILWAUKEE

The hardwood industry is able to lay claim to as much improvement in business as other industries, which is saying much when it is considered that within the last two or three weeks many lines of trade which suffered severely from lack of business volume in the last five to six months are now receiving orders which make the resumption of operations possible. This means that surplus stocks of finished goods have been reduced to the point where it is advisable to resume production in order to maintain a safe margin. So far there has been nothing sensational about the betterment, but it is certain if slow in developing.

Concerning general conditions in Milwaukee and throughout the State, the monthly review of the business situation issued by the First Wisconsin National Bank of Milwaukee in the current number said: "The best opinion is that the return of normal conditions will not be in the least spectacular. Each month will see a steady gain. By the end of the year, barring the unforeseen, business should be on its feet again. The sooner everybody in trade and industry makes up his mind that he will have to work for what he gets, the easier it will be to get over this period of readjustment."

This statement strikes a responsive chord in many of the leaders of the hardwood and general lumber industry in the North. There are none who look for anything like a boom; in fact, nearly every one hopes there will be none, for after the experience of the feverish days of the last three to four years, most operators are satisfied to encounter a steady, substantial increase in business, with skyrocketing absent. This is regarded as the more preferable in the light of past experiences.

From the Merrill district in Northern Wisconsin comes a statement that there will be larger stocks of hardwoods in Northern Wisconsin yards on July 1, 1921, than ever before, despite decreased production. In support of this prediction it is stated that a large amount of logs is being delivered to sawmills, while the demand is exceptionally slow for the poorer qualities of hardwoods, which works to the disadvantage of production. For when only the choicest grades are in demand, and other grades move relatively much more slowly, production cannot long be sustained at the point which might be demanded by sales of the top-notch qualities, due to the obvious accumulation of enormous stocks. Best grades are steadily improving in demand and some good sales are being made to industrial consumers. In order to move the poorer grades, it is said that some sales have to be made at as much as 50 percent below the actual cost of production.

Prices are about steady for choice qualities, although much shading still is going on among sellers in order to meet the views of buyers, who demand concessions with insistence that there will be no transaction unless their offers are accepted.

The Arney Toy Company, a new concern organized at DePere, Wis., to engage in the manufacture of a line of wooden toys and novelties designed and patented by J. W. Arney, formerly of Green Bay, expects to be ready to start quantity production on April 1. A factory has been equipped in quarters leased from the Dan Kidney & Sons Boat Company. DePere business men have furnished \$1,000 in cash to start the enterprise on an experimental run of ninety days, at the end of which time a decision will be made in regard to permanent financing of the enterprise. It is then expected to incorporate the business under the name of the Playthings Manufacturing Company. Mr. Arney is acting as general superintendent. C. P. Jackson has been selected as general manager, and E. T. Abendroth as factory manager.

Manufacturers of Southern Hardwoods

Chapman & Dewey Lumber Co.

MARKED TREE, ARKANSAS
KANSAS CITY, MISSOURI

Carolina Portland Cement Co.

ATLANTA, GEORGIA

WE WANT TO MOVE QUICK:

CHESTNUT
No. 2 and Sound Wormy.....200,000'
No. 1 Com. Sound Wormy...100,000'
QTD. WHITE OAK
6/4" No. 1 Com. & Btr.....2 cars
QTD. RED GUM
8/4" No. 1 Com. & Btr., SND. 2 cars
SAP GUM
4/4" FAS.....200,000'
4/4" No. 1 Com.....300,000'

Mills in GEORGIA,
TENNESSEE, ALABAMA and
MISSISSIPPI

WE WANT TO BUY:

HICKORY
5/4" - 6/4" No. 1 & Btr.....10 cars
PLAIN OAK
4/4" FAS.....100,000'
CHESTNUT
4/4" FAS.....50,000'
SAP GUM
4/4" No. 2 Com.....100,000'
5/4" FAS.....10 cars
13/17" Boxboards.....3 cars

We can Dry Kiln
and Surface Stock from our
Livingston Tennessee Mills

Send Us Lists of What You Have to Offer or Want to Buy

BEDNA YOUNG LUMBER CO.

JACKSON, TENNESSEE

MANUFACTURERS

Quartered White Oak

SPECIAL OFFERINGS

PLAIN RED GUM
4/4".....No. 1 Common

QUARTERED RED GUM
4/4".....No. 1 Common
5/4" & 3/4".....No. 1 Com. & Btr.

SAP GUM
4/4".....No. 1 Common

PLAIN RED OAK
3/4", 4/4", 5/4".....FAS
5/8", 3/4", 4/4", 5/4", 6/4".....No. 1 Common
4/4".....No. 2 & No. 3 Common

QUARTERED RED OAK
4/4", 5/4", 6/4".....FAS & No. 1 Com.
4/4".....No. 2 & No. 3 Com.

PLAIN WHITE OAK
4/4".....FAS
4/4", 5/4", 6/4".....No. 1 Com.
4/4".....No. 2 Common

QUARTERED WHITE OAK
1/2", 5/8", 3/4", 4/4", 5/4",
6/4".....FAS
5/8", 3/4", 4/4", 5/4", 6/4".....No. 1 Common
4/4", 5/4".....No. 2 & No. 3 Com.

POPLAR
5/8" & 4/4".....Clear Sap
5/8", 4/4", 8/4".....No. 1 Com.
4/4".....No. 2 A & B

High Grade Hardwoods

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
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Eight words of ordinary length make one line.

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

VENEER CONNECTION DESIRED

Man with executive ability desires a connection with an established veneer and lumber manufacturer. Long experience in fancy woods, capable of handling the manufacturing or selling end, thoroughly familiar with all the trade and their requirements. Willing to make an investment with services. Address Box 746, care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED

Experienced panel, veneer plant and box factory manager for modern up-to-date plant. Satisfactory references required as to ability, character and experience.
STOUT LUMBER COMPANY, Thornton, Ark.

WANTED—SALESMAN

To sell hardwoods, white pine, yellow pine, etc., in New York state for old established firm. Give full particulars regarding yourself and your experience. Address Box 748, care HARDWOOD RECORD.

WANTED—YOUNG MAN

To sell hardwood, one who is familiar with territory in Ohio and Indiana; state age, experience and salary wanted. Reference required. Address Box 757, care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE—CEDAR

15,000' 1" thick Filch sawn
45,000' 1 1/4" thick Filch sawn
42,000' 1 1/2" thick Filch sawn
dry, and runs good widths and lengths. Immediate shipment from Eastern yard. Will quote very low prices. Address Box 712, HARDWOOD RECORD.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

WE WANT TO MOVE THREE CARS

4' Yellow Pine Lath. Make us an offer.
JOHN L. SHULTZ SONS CO., INC.,
Bakewell, Tenn.

FOR SALE

Three (3) cars of 6/4" No. 2 Common and Better Basswood. CHAS. GILL LUMBER CO., Wausau, Wis.

FOR SALE

10 cars No. 1 & No. 2 Common second growth Ohio white ash, 6/4 & 8/4, 7 & 8' long dry. S. N. BROWN & CO., Dayton, Ohio.

PHILIPPINE MAHOGANY

White Lauan and almon direct from our mill. CIF quotations Atlantic ports. ORIENT TRADING COMPANY, G. T. P. Dock, Seattle, U. S. A.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4 No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and wider. Also R. R. ties, all lengths. FRANK E. ATWOOD, Carrollton, Mo.

WANTED

To sell output of two reliable hardwood band mills, on either commission basis or so much per month. Have selling organization that can show results. Address Box 743, care of HARDWOOD RECORD.

FOR SALE

3 cars 4/4 No. 2 & Btr. Oak Boards.
3 " 4/4 No. 2 & Btr., Gum Boards.
Well manufactured stock, nicely assorted widths and lengths, mostly No. 1. WARREN-GODWIN LUMBER CO., Jackson, Miss.

BLACK WALNUT DIMENSION

Several carloads 2 1/2 x 2 1/2—30" clear and dry walnut pieces suitable for high grade furniture work.

J. RICHARD JACKSON & BRO.,
Perry Bldg., Philadelphia, Pa.

LUMBER WANTED

WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

WANTED

Southern hardwood lumber and logs. Must be high class, well located for railroad transportation. Prices must be attractive. BOX 750.

WANTED

2 carloads high grade white Hickory 1 1/4" x 4 1/4" x 8' and 7' 6", a few 7', clean stock. Quote best price New Orleans. Box 755, care HARDWOOD RECORD.

LUMBER WANTED

15 Cars No. 3 Com. Oak Boards 6" & wider, 6' lg.
18 Cars No. 3 Com. Oak Boards 6" & wider, 10' & lgr.
F. O. B. Wilkes-Barre, Pa., rate of freight.
If you cannot quote on oak, quote on hardwoods, stating kinds you propose furnishing.
SERFAS LUMBER COMPANY, Easton, Pa.

LOGS WANTED

WANTED

Good walnut logs 10" and up in diameter. Will inspect at shipping point and pay spot cash. J. W. FRYE LUMBER & VENEER CO., Dayton, Ohio.

LOGS FOR SALE

FOR SALE

18,000 ft. of choice walnut logs. J. W. BUTZ, Angola, Ind.

FOR SALE

300,000 ft. Birch in logs. Ready to start sawing under National Rules. Offered as No. 3 Common and Better. Apply P. O. Box 6, Victoriaville, Que., Canada.

TIES FOR SALE

CROSS TIES FOR SALE

20,000 White Oak Ties, all sizes.
H. M. LONG & SON, Guntersville, Ala.

REJECT TIES FOR SALE

Several cars of 8' reject ties for sale at all times, suitable for construction work. Write for prices. W. J. DELANO, St. James, Mo.

DIMENSION STOCK FOR SALE

FOR SALE

Clear Oak and Hickory split stock. Any dimensions. Quantity unlimited. Address R. L. DURHAM, Purdy, Ky.

FOR SALE—SMALL DIMENSION

We are sawing hardwood logs, mostly maple and beech, and can accumulate considerable small squares, etc. Please send us your specifications and state best prices you can pay. Address Box 713, care HARDWOOD RECORD.

FOR SALE

1/8" Birch Faces
1 car 5" and 5 1/2" wide by 17 to 27" long.
1/8" Birch Filler Stock
2 cars 5 to 14" wide by 19 to 36" long, large proportion wide widths and long lengths. Good sound dry stock, securely bundled. Immediate shipments. For prices and full descriptions, write

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wis.

TIMBER FOR SALE

HARDWOOD TIMBER FOR SALE

Tracts of fifty-one hundred and one hundred and twenty-five million feet Gum, Oak and Poplar, Georgia and South Carolina, owned by operators who do not cut hardwood. Reasonable price and terms. Deal direct with owners. J. W. BARNES, Savannah, Ga.

BIG BARGAIN IN TIMBER

Thirty-five million feet virgin Pine and Cypress timber in Eastern Carolina. Less than three dollars stumpage. Also 5,000 acres good farm land with ten million feet of Pine at \$10 per acre. Both above propositions priced to sell. Don't answer unless you mean business. W. D. HARRELL, Rose Hill, N. C.

PLANTS FOR SALE

FOR SALE

Veneer mill, situated in northern hardwood section, up to date machinery. Now operating profitably. Address Box 756, care HARDWOOD RECORD.

SACRIFICE SALE.

\$10,500 will buy Saw Mill, Planing Mill, Dry Kiln and Lumber Yard, Stock, Shed and Buildings, in small city of 11,000 people and three railroads, low rental on eight-acre site and private sidetrack. An exceptional proposition for either pine or hardwood operation. Will stand any investigation. For particulars and photos, wire or write, ALTO L. BARNES, Dothan, Ala.

BUSINESS OPPORTUNITIES

MONEY WANTED

Will pay 10 per cent on seven to ten thousand dollars. Ample real estate security. Bank reference. Address H. M., Box 392, Woodbury, Ga.

WANTED

An active partner who can invest \$10,000.00 in a going steel and woodworking business that has a good future. Partner must understand woodworking machinery and be able to take charge of the factory. Address P. O. Box 1310, Cedar Rapids, Iowa.

FOR SALE

Band sawmill and timber, capacity 40,000 ft. 80 Million ft. of fir, yellow pine, and sugar pine, located in Mendocino Co., California. Sawmill can be bought with or without timber. Will sell half interest to a practical lumberman who can build and operate mill. Easy terms to right party. R. K. LARSEN, 2830 E. 14th St., Oakland Calif.

MISCELLANEOUS

WANTED TO BUY

Dry Sawdust, baled shavings and factory kindling wood. Straight carloads. Quote f.o.b. Chicago. COVEY-DURHAM COMPANY, 431 S. Dearborn St., Chicago, Ill.

LOGGING EQUIPMENT for SALE

TRANSIT CARS

When you have transit cars to offer or cannot dispose of, telephone, telegraph or write us your best prices. We can move them.

CENTRAL LUMBER COMPANY,
Indianapolis, Ind.

TOM HUSTON LOG SKIDDER & STUMP PULLER

Peacock's Patent. Works with a Fordson Tractor. Write us or ask your Ford dealer for particulars. TOM HUSTON MFG. CO., Columbus, Ga.

TRANSIT CARS

When you have any transit cars and cannot find a home for them, ship them on to us. We will unload, store, insure and reload them when you desire at reasonable charges. Write for full particulars. THE FOREST PRODUCTS CO., Canton, O.

FOR SALE

250 Dry Kiln Trucks, Channel Iron, Roller Bearing, 6'6" long, good condition, only \$6.00 each.

CHAS. N. BRAUN MACHINERY CO.,
Fort Wayne, Ind.

MACHINERY FOR SALE

FOR SALE—FOOS FUEL OIL ENGINE

30 H. P. Throttling governor, complete, with pump, etc., four years old, in good running order. SPANJER BROS., INC., 1160 Chatham Court, Chicago, Ill.

FOR SALE

2 80 H. P. Boilers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42'
FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE—SECOND HAND PIPE

All sizes from 1" to 10, A-1 condition, good collars and threads. Also lot 14" pipe suitable for culverts. We also buy second-hand pipe, boilers, stacks, belting, etc. Write Dept. B, MAX ZEIGLER & BROS., Muncie, Ind.

FOR SALE

Since discontinuing the manufacture of veneers, we are offering the following machinery for sale: One taping machine, one 48" Royal invincible Sander (three drum, Berlin Machy. Co.), one knuckle joint veneer press (200 ton, belt power), three glue kettles (Francis, two with power stirrers). If interested, write for full description. MICHIGAN VENEER COMPANY, Alpena, Mich.

FOR SALE

One No. 66, 9x6 Hall & Brown high speed planer and matcher, complete with double profiler. With this machine the extra equipment is worth \$600. This includes jointer heads with knives complete, T & G flooring heads, 5-8 T & G ceiling heads, square head for profile, six high speed discs for double beaded ceiling or partition with bits complete. Price on this machine with all of the extra equipment is \$1,750, f. o. b. cars Mobile. STOVER LUMBER CO., Mobile, Ala.

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J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmueller, Hamburg

WOOD BROKERS & AGENTS

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

EQUIPMENT FOR SALE

LOCOMOTIVES CARS RAILS

Rebuilt Machinery
For Every Purpose

Equitable Equipment Co.

411 Whitney-Central Building
NEW ORLEANS, LA.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

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COTTONWOOD	1" No. 2 Common
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14' & 18" Band Sawn	YELLOW CYPRESS
1" FAS. Band Sawn	4/4" No. 1 Com., 1x10"
1" No. 1 Com., Bd. Sawn	60% 14' & 16'
1" Log Run, 75% No. 1 & B.	ELM
RED CYPRESS	10/4" Log Run, 75% No. 1 & Better
1" Select and Better	

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1" No. 1 C&B. 100,000'	CRATING STOCK
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6/4" No. 1 C&B. 50,000'	1" 1 1/4" & 2".....
8/4" & 10/4" No. 1No. 3 Birch
C&B.20,000'	1" & 2".....Hard Maple
HARD MAPLE	1".....Soft Maple
1" Log Run.....100,000'	1".....No. 3 Hemlock
5/4" No. 1 Com. 15,000'	1x4.....Hemlock Stps.
6/4" No. 1 C&B. 20,000'	2x6.....Birch Hearts
2" No. 2 & Btr. 180,000'	3x6.....Maple Hearts
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ASH

LOG RUN, 4/4-8/4". ANDES NICELY LBR. CO. Knoxville, Tenn.

NO. 1 C. & BTR., white, 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & SEL., 4/4; NO. 1 C. & SEL., 12/4". DARNELL-LOVE LBR. CO., Leland, Miss.

ANY GRADE, white, 5/8-16/4", any thickness. EDWARD L. DAVIS LBR. CO., Louisville, Ky.

NO. 1 C., white, 4/4-16/4", yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 C., white, 6/4, 8/4"; NO. 2 C., white, 4/4". KORSE, SHOE & SCHLEYER CO., St. Bernard, Ohio.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 5/4, 8/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 10/4, 12/4", reg. wdths. & lgths., 3 mos. & over dry; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C., 4/4". WOOD MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-10/4", reg. wdths. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", good wdths. & lgths., 9 mos. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry. good text. northern. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, O.

NO. 2 COM. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4", random wdths. & lgths., 6 mos. dry. BREECE MFG. CO., Portsmouth, Ohio.

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., yr. dry. full log run; NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3-6 mos. dry, end dried, white. EAST JORDAN LBR. CO., East Jordan, Mich.

SEL. & BTR., 4/4", 10" & wdr., 11 mos. dry; NO. 2 & BTR., 6/4", 11 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

FAS. NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths. W. M. RITTER LBR. CO., Columbus, Ohio.

NO. 1 C., NO. 2 C., FAS. all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NOS. 1, 2 & 3 C., 4/4". STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSIAC CO., INC., Louisville, Ky.

NO. 2 & BTR., 4/4", good wdths. & lgths., 9 mos. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LUMBER CO., Columbus, Ohio.

LOG RUN, 6/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 3/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 6/4", reg. wdths. & lgths., 9 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 3/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4", 60% 14' & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 3 C. & BTR., 4/4"x4' & wider, 10-16', 4-5 mos. dry; NO. 3 C. & BTR., 5/8x4' and wider, 10-16', 4-5 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

LOG RUN, 5/8", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS. SEL., both 4/4", reg. wdths. & lgths., 11 mos. dry; NO. 1 & BTR., 8/4", reg. wdths. & lgths., yr. dry, 60% FAS. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 C., 6/4". CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & 3 C., 4/4"; NO. 3 C., 8/4". STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 & BTR., 5/4, 6/4", good wdths. & lgths., 9 mos. dry; NO. 1 & BTR., 8/4", good wdths. & lgths., 5 mos. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

NO. 2 C., 4/4", reg. wdths., std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-8/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

LOG RUN, 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.

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CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.
NO. 2 C., 5/4-8/4", yr. dry. G. ELIAS &
BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 8/4", good widths., high
av., 14 & 16", dry. AMERICAN COLUMN &
LUMBER CO., Columbus, Ohio.
NO. 1 C. & BTR., 25%, FAS, 4/4", 6/4", good
widths., 50%, 14-16", yr. dry. SD. WORMY,
4/4", good widths., 40%, 14-16", 8 mos. dry.
W. Va. band sawn; SD. WORMY, 6/4, 8/4",
good widths., 40%, 14-16", yr. dry. N. C. stock;
SD. WORMY, 4/4", good widths., 35%, 14-16",
yr. dry. N. C. stock. GEO. D. GRIFFITH &
CO., Lumber Exchange Bldg., Chicago, Ill.
FAS, NO. 1 C., NO. 2 C., all 4/4", reg. widths.
& lgths.; SD. WORMY, 4/4, 6/4", reg. widths. &
lgths. W. M. RITTER LBR. CO., Columbus, O.

COTTONWOOD

NO. 1 C. & SEL., LOG RUN, both 4/4", ram.
widths. and lgths., 6 mos. or more dry.
BREECE MFG. CO., Portsmouth, O.
NO. 1 & 2 C., 4/4, KRAETZER-CURED
LBR. CO., Greenwood, Miss.
FAS, NO. 1 C., both 4/4", STIMSON-
VENEER LBR. CO., Memphis, Tenn.

CYPRESS

SHOP & BTR., 4/4, 5/4". KRAETZER-
CURED LBR. CO., Greenwood, Miss.
NO. 1 SHOP & BTR., 4/4-16/4", reg. widths.,
std. lgths., 1-2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

ELM—SOFT

LOG RUN, 4/4, 6/4", ram. widths. & lgths., 6
mos. or over dry. BREECE MFG. CO., Ports-
mouth, O.
LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4". GEO. C.
BROWN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-12/4", reg. widths. &
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LOG RUN, 10/4, 12/4". DARNELL LOVE
LBR. CO., Leland, Miss.
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widths. & lgths., yr. dry. FOSTER-LATIMER
LBR. CO., Mellen, Wis.
NO. 2 C. & BTR., 4/4, 5/4, 6/4", 11 mos. dry.
CHAS. GILL LBR. CO., Wausau, Wis.
LOG RUN, 4/4-12/4", KRAETZER-CURED
LBR. CO., Greenwood, Miss.
LOG RUN, 4/4, 5/4, 6/4, 8/4", good widths. &
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St. Louis, Mo.
NO. 2 C. & BTR., 4/4, 8/4", reg. widths. &
lgths.; NO. 3 C., 4/4", reg. widths. & lgths.,
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L'Anse, Mich.
LOG RUN, 8/4, 10/4, 12/3", reg. widths. &
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mour, Ind.
NO. 2 & BTR., 6/4", good widths. & lgths.,
20-25% FAS, yr. dry. C. H. WORCESTER
CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

ELM—ROCK

LOG RUN, 8/4", ran. widths. & lgths., 6 mos.
or more dry. BREECE MFG. CO., Ports-
mouth, O.
NO. 1 C. & BTR., 10/4", 11 mos. dry. CHAS.
GILL LBR. CO., Wausau, Wis.
NO. 2 & 3 C., 4/4", STRABLE LBR. & SALT
CO., Saginaw, Mich.

GUM—PLAIN RED

FAS, 4/4". JOHN HANSEN LBR. CO., 1118
Lumber Exchange Bldg., Chicago, Ill.
COM. & BTR., 4/4-6/4". KRAETZER-
CURED LBR. CO., Greenwood, Miss.
NO. 2 C. & BTR., 4/4", good widths. & lgths.,
6 mos. dry. P. J. LAWRENCE LUMBER CO.,
St. Louis, Mo.
NO. 2 C. & BTR., 4/4x4" & wider, 10-16", 4-5
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sas City, Mo.
NO. 1 C., 4/4", STIMSON VENEER & LBR.
CO., Memphis, Tenn.

GUM—QUARTERED RED

FAS, 8/4". JOHN HANSEN LBR. CO., 1118
Lumber Ex. Bldg., Chicago, Ill.
COM. & BTR., 4/4-8/4". S. N. D. KRAET-
ZER-CURED LBR. CO., Greenwood, Miss.
COM. & BTR. SND., 8/4"; NO. 1 C. SND.,
8/4"; FAS, NO. 1 C., both 4/4". STIMSON
VENEER & LBR. CO., Memphis, Tenn.

GUM—SAP

NO. 1 C. & SEL., 3/4"; NO. 2 C. & SEL.,
5/8, 3/4". DARNELL-LOVE LBR. CO., Leland,
Miss.
NO. 2, 4/4". JOHN HANSEN LBR. CO.,
Chicago, Ill.
NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-
CURED LBR. CO., Greenwood, Miss.
FAS STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 7
mos. dry; NO. 1 C., 3/4, 5/8, 1 1/2", reg. widths.
& lgths., 6 mos. dry; NO. 2 C., 4/4", reg. widths.
& lgths., 6 mos. dry. LAMB-FISH HARDWOOD
CO., Charleston, Miss.
NO. 2 & BTR., 4/4, 6/4", good widths. & lgths.,
6 mos. dry. P. J. LAWRENCE LBR. CO., St.
Louis, Mo.
NO. 2 C. & BTR., 4/4, 5/4", 60% 14 & 16", 6
mos. dry, band sawn; NO. 2 C. & BTR., qtd.,
4/4, 6/4, 8/4", 60% 14 & 16", 6 mos. dry, band
sawn. L. D. MURRELLE LBR. CO., Memphis,
Tenn.
FAS, 4/4x6" and wider, 10-16", 4-5 mos. dry;
NO. 1 C., NO. 2 C., both 4/4x4" & wider, 10-16",
4-5 mos. dry; NO. 2 C. & BTR., 4/4x4" & wider,
6 & 8", 4-5 mos. dry. W. R. PICKERING LBR.
CO., Kansas City, Mo.

GUM—MISCELLANEOUS

NO. 1 C. & BTR. Qtd. black, 4/4", ram. widths.
& lgths., 6 mos. or more dry; NO. 1 C. & SEL.,
NO. 2 C., TUPELO, all 4/4", ram. widths. &
lgths., 6 mos. or more dry. BREECE MFG.
CO., Portsmouth, O.
NO. 2 TUPELO, 5/4". JOHN HANSEN LBR.
CO., Chicago, Ill.
NO. 1 C. TUPELO, 4/4", reg. widths. & lgths.,
8 mos. dry. LAMB-FISH HARDWOOD CO.,
Charleston, Miss.
NO. 2 & BTR., black, 4/4", good widths. &
lgths., 6 mos. dry; NO. 2 & BTR. DOG BDS.,
6/4, 8/4", good widths. & lgths., 6 mos. dry;
NO. 2 & BTR. TUPELO, 4/4", good widths. &
lgths., 6 mos. dry. P. J. LAWRENCE LBR.
CO., St. Louis, Mo.
NO. 1 C., NO. 2 C., both 4/4". MEMPHIS
BAND MILL, Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4, 5/4, 8/4, 10/4", ram. widths.
& lgths., 6 mos. or more dry. BREECE MFG.
CO., Portsmouth, O.
LOG RUN, 4/4", good widths. & lgths., 6 mos.
dry. P. J. LAWRENCE LBR. CO., St. Louis,
Mo.

HICKORY

LOG RUN, 6/4". ANDES-NICELY LBR
CO., Knoxville, Tenn.
LOG RUN, NOS. 2 & 3 C. PECAN, both 8/4",
ram. widths. & lgths., 6 mos. or more dry.
BREECE MFG. CO., Portsmouth, O.
LOG RUN PECAN, 6/4", GEO. C. BROWN
& CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-10/4", reg. widths. &
lgths., yr. dry. BUFFALO HARDWOOD LBR.
CO., Buffalo, N. Y.
LOG RUN, 8/4", or can cut to order. L. H.
SHAFFER & CO., Knoxville, Tenn.
LOG RUN, 8/4", good widths. & lgths., 2-6
mos. dry. SWAIN-ROACH LBR. CO., Sey-
mour, Ind.
NO. 2 C. & BTR., 5/4, 7/4, 8/4". WOOD
MOAIC CO., Louisville, Ky.
NO. 1 & BTR., 4/4-16/4", reg. widths. & std.
lgths., 1-2 yrs. dry. Ohio stock, good texture.
YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", ram. widths. & lgths., 6 mos.
or more dry. BREECE MFG. CO., Portsmouth,
Ohio.

MAGNOLIA

NO. 1 & BTR., 4/4". JOHN HANSEN LBR.
CO., Chicago, Ill.
NO. 2 & BTR., 4/4-8/4", 60% 14 & 16", 6 mos
dry, band sawn. L. D. MURRELLE LBR. CO.,
Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 90% hard, 4/4, 6/4, 8/4",
good widths. & lgths., dry. AMERICAN COL-
UMN & LBR. CO., Columbus, O.
NO. 2 C. & BTR., 4/4-16/4", good widths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.
LOG RUN, 4/4, 10/4", ram. widths. & lgths.,
6 mos. or over dry. BREECE MFG. CO.,
Portsmouth, O.
NO. 1 C. & BTR., 4/4-12/4", reg. widths. &
lgths., yr. dry. BUFFALO HDWD. LBR. CO.,
Buffalo, N. Y.
NO. 1 C. & BTR., 4/4, 6/4", 6" & up, reg.
lgths., 5-7 mos. dry; NO. 1 C. & BTR., 4/4-8/4",
6" & up, reg. lgths., 3 mos. dry, end dried white.
EAST JORDAN LUMBER CO., East Jordan,
Mich.
FAS, 12/4", yr. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.
NO. 1 C. & BTR., 7/4", 11 mos. dry; NO. 1 C.
& BTR., 10/4, 12/4, 16/4", 11 mos. dry. CHAS.
GILL LBR. CO., Wausau, Wis.
LOG RUN, 4/4, 8/4", good widths. & lgths., 6
mos. dry. P. J. LAWRENCE LBR. CO., St.
Louis, Mo.
NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4",
ram. widths., 10-16", 3-12 mos. dry. REYN-
OLDS MFG. CO., Rushville, Ind.

FAS, with 30% SEL., 4/4", reg. widths. &
lgths., dry; NO. 3 C., 4/4", reg. widths. & lgths.,
dry; NO. 1 C. & BTR., 8/4", reg. widths. &
lgths., dry. STEARNS & CULVER LBR. CO.,
L'Anse, Mich.

NO. 1 C. & BTR., 4/4, 8/4". STRABLE LBR.
& SALT CO., Saginaw, Mich.
NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". WOOD
MOAIC CO., Louisville, Ky.
NO. 1 & BTR., 5/4-10/4", good widths. & lgths.,
yr. dry. C. H. WORCESTER CO., NOT INC.,
19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4, 16/4", reg. widths., std.
lgths., 1-2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. &
lgths., dry. STEARNS & CULVER LBR. CO.,
L'Anse, Mich.

LOG RUN, 5/4, 8/4, 10/4, 12/4", reg. widths.
& lgths., 2-6 mos. dry. SWAIN-ROACH LBR.
CO., Seymour, Ind.

NO. 2 & BTR., 4/4", good widths. & lgths., 9
mos. dry. 25% FAS. C. H. WORCESTER CO.,
NOT INC., 19 S. La Salle St., Chicago, Ill.

OAK—PLAIN RED

COM. & BTR., 4/4"; NO. 2 & 3 C., 4/4".
ANDES-NICELY LBR. CO., Knoxville, Tenn.
FAS, 12/4", yr. dry. G. ELIAS & BRO., INC.,
Buffalo, N. Y.

FAS, 1/2"; NO. 1 C., 8/4". KOSSE, SHOE
& SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED
LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4, 5/4", 60% 14-16", 6
mos. dry, band sawn. L. D. MURRELLE LBR.
CO., Memphis, Tenn.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4x4" &
wider, 10-16", 4-5 mos. dry. W. R. PICKER-
ING LBR. CO., Kansas City, Mo.

FAS, NO. 1 C., both 4/4", reg. widths. & lgths.
W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. &
std. lgths., 1-2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4". KOSSE, SHOE &
SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED
LBR. CO., Greenwood, Miss.

FAS, 4/4". STIMSON VENEER & LBR.
CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C. 4/4, 5/4, 6/4"; NO. 2
C., 4/4". WOOD-MOSAIC CO., Louisville, Ky.

OAK—PLAIN WHITE

COM. & BTR., 4/4; NO. 2 & 3 C., 4/4".
ANDES-NICELY LBR. CO., Knoxville, Tenn.

FAS, 8/4", yr. dry. G. ELIAS & BRO., INC.,
Buffalo, N. Y.

NO. 1 C., 3/8"; NO. 1 C. & BTR., 1/2 & 5/8".
THE KOSSE, SHOE & SCHLEYER CO., St.
Bernard, Ohio.

LOG RUN, 4/4-6/4". KRAETZER-CURED
LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4, 5/4", 60% 14 & 16", 6
mos. dry, band sawn. L. D. MURRELLE LBR.
CO., Memphis, Tenn.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4x4" &
wider, 10-16", 4-5 mos. dry; FAS, 4/4x6"
& wider, 10-16", 4-5 mos. dry. W. R. PICKER-
ING LBR. CO., Kansas City, Mo.

FAS, 4/4, 5/4", reg. widths. & lgths.; SELS.,
NO. 2 C., both 4/4", reg. widths. & lgths.; NO.
1 C., 4/4, 5/4, 6/4", reg. widths. & lgths.; SD.
WORMY, NO. 3 C., both 4/4", reg. widths. &
lgths. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., 4/4, 5/4". WOOD-MOSAIC CO.,
INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. &
std. lgths., 1-2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

OAK—QUARTERED WHITE

FAS, 4/4". JOHN HANSEN LUMBER CO.,
Chicago, Ill.

NOS. 1 & 2 C., 4/4", reg. widths. & lgths., 14
mos. dry. JOHNSON BROS. HARDWOOD
CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/8" 5/8", 3/4"; NO. 1 C.,
1/2, 6/4". KOSSE, SHOE & SCHLEYER CO.,
St. Bernard, O.

NO. 2 & BTR., 4/4, 5/4", 60% 14-16", 6 mos.
dry, band sawn. L. D. MURRELLE LBR. CO.,
Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., all 4/4", reg. widths.
& lgths. W. M. RITTER LBR. CO., Columbus,
Ohio.

NO. 1 C. & BTR., 4/4", ram. widths., 10-16",
yr. dry. REYNOLDS MFG. CO., Rushville, Ind.

FAS, 4/4"; NO. 1 C., 1/2, 3/4, 4/4". STIM-
SON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 6/4"; NO. 1 C., 4/4, 5/4";
NO. 2 C., 4/4". WOOD-MOSAIC CO., INC.,
Louisville, Ky.

OAK—MISCELLANEOUS

SD. WORMY, 4/4, 5/4" good widths. & lgths.,
dry. AMERICAN COLUMN & LBR. CO., Col-
umbus, O.

NO. 2 C. & BTR., pl. 4/4-16/4", good widths.
& lgths., 2 yrs. dry. THE ATLANTIC LUM-
BER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. widths. &
lgths., 12-15 mos. dry. BUFFALO HARD-
WOOD LBR. CO., Buffalo, N. Y.

THANE LUMBER COMPANY

MANUFACTURERS

RED GUM, SOFT TEXTURED RED OAK, WILLOW,
CYPRESS, COTTONWOOD, SYCAMORE,
ELM, AND WHITE OAK.

BAND SAW MILL ARKANSAS CITY, ARKANSAS

Address Sales Correspondence MEMPHIS, TENNESSEE

The **QUALITY** lumber producers.
Honest grades and measurements.
All wide and select stock left in.
National Hardwood Lumber Ass'n rules.
Every courtesy and service extended.

The above is our MOTTO. Straight, clean grades, National Inspection, band sawed, high quality lumber of extra fine widths, 50% or more 14" and 16" lengths. Our lumber is branded T.

CAN SURFACE, RESAW OR SHIP MIXED GRADES
CAN KILN DRY STOCK

NO. 3 C., mixed R. & W., 4/4", reg. widths. & lgths., 6 mos. dry; LOG RUN, mixed R. & W., 8/4", reg. widths. & lgths., 6 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

NO. 3 & BTR., 4/4", good widths. & lgths., 6 mos. dry; DOG BDS. NO. 2 & BTR., 6/4, 8/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SD. WORMY, NO. 2 C., both 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 3 C. & BTR., pl. R. & W., 4/4x4", & wider, 10-16", 4-5 mos. dry. W. R. PICKERING LBR. CO., Kansas City, Mo.

NO. 1 C & BTR., pl. R. & W., 4/4", ram. widths., 10-16", yr. dry. REYNOLDS MFG. CO., Rushville, Ind.

FAS, 4/4", av. widths.; NO. 2 C. SD. WORMY, NO. 3, all 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4", STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., pl. & qtd., 4/4, 5/4, 8/4", reg. widths. & lgths., 2-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., mixed 4/4", good widths. & lgths., 25% FAS., yr. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

POPLAR

FAS, soft yellow, 4/4, 5/4, 6/4, 7/4", good widths, 70%, 14 & 16", dry. AMERICAN COLUMB & LBR. CO., Columbus, O.

NOS. 1 & 2 C., 5/8-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 8/4"; NO. 2 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

SAPS, 4/4", 7-9", reg. lgths.; NO. 1 C., 4/4", reg. widths. & lgths. W. M. RITTER LBR. CO., Columbus, O.

NO. 2, 4/4". L. H. SHAFFER & CO., Knoxville, Tenn.

NO. 2 C. 8/4", reg. widths. & lgths. 2-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

SYCAMORE

LOG RUN, pl., 4/4", ran. widths. & lgths., 6 mos. or over dry; LOG RUN, QTD., 4/4", ran. widths. & lgths., 6 mos. or over dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 10/4", reg. widths. & lgths., 10 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

LOG RUN, 4/4", reg. widths. & lgths., 6 mos. dry. LAMB-FISH HARDWOOD CO., Charleston, Miss.

LOG RUN, 4/4, 8/4", good widths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

WALNUT

NO. 1 C. & BTR., 1/2 & 5/8"; FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4", SEL., 4/4 & 5/4", 6/4 & 8/4"; NO. 2 C., 4/4", WOOD-MOSIAC CO., INC., Louisville, Ky.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 4/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; FAS, 16/4", 6" & up, 8-16", 20 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. widths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. widths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. widths. & lgths.,

6-10 mos. dry; NO. 1 C., 12/4", reg. widths. & lgths., 15 mos. dry; SEL., 4/4", reg. widths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. widths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. widths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. widths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. widths. & lgths., 8 mos. dry; SEL., 6/4", reg. widths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

WILLOW

LOG RUN, 4/4, 6/4", ran. widths. & lgths., 6 mos. or more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C., NO. 2 C., both 4/4", reg. widths. & lgths., 6 mos. dry. JOHNSON BROS. HARDWOOD CO., Memphis, Tenn.

MISCELLANEOUS

OAK

TIMBERS or switch ties. L. H. SHAFFER & CO., Knoxville, Tenn.

SPRUCE

NO. 3 & BTR., 8/4", can work. STRABLE LBR. & SALT CO., Saginaw, Mich.

DIMENSION STOCK

OAK—CLEAR STOCK

CHAIR POSTS, FURN., 1 1/4x2-36"; QTD. SEAT STOCK, 1x2 1/2 & wider, 18 & 24"; QTD. CHAIR STOCK, 3/4x2 1/2 & wider, 22"; CLEAR SQUARES, 1 1/2x1 1/2-19", 2x2-19", 2x2-30", 3x3-40". C. B. COBORN, Memphis, Tenn.

GUM

CLEAR SQUARES, 2x2-22", 26 & 30". C. B. COBORN, Memphis, Tenn.

BIRCH—PLANK

CAN CUT any dimension. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FLOORING

OAK, ALL GRADES. ANDES NICELY LBR. CO., Knoxville, Tenn.

veneer—FACE

ASH

ANY GRADE, 1/4" & under, any width up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY GRADE, 1/4" & under, any width up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

BIRCH

LOG RUN, 1/20", 6-30", 50-98"; LOG RUN, 1/28", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY GRADE, 1/8" & under, any width up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM

ANY GRADE, 1/4" & under, any width up to 98", kiln dry. J. J. NARTZIK, INC., Chicago, Ill.

SHEET STOCK, unsel. for color, 1/4", 6-36", 38-98"; 3/16", 6-36", 38-98"; 1/8", 6-36", 50-98"; 1/16", 6-36", 44-98"; 1/20", 6-36", 50-98"; SEL., red for color. SHEET STOCK, 1/8", 6-36", 62-98"; 1/16", 6-36", 50-98"; 1/20", 6-36", 49-98"; FIG., red. SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

Von Platen-Fox Company

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BASSWOOD

5/4 No. 1 Common & Better.....100 M'
5/4 No. 2 Common.....100 M'
6/4 No. 1 Common & Better.....100 M'
8/4 No. 1 Common & Better.....40 M'
10/4 No. 1 Common & Better.....15 M'
12/4 No. 1 Common & Better.....10 M'
16/4 No. 1 Common & Better.....15 M'

MAPLE

LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, white, 1/8", 6-36", 38-98"; 1/20", 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PL. OAK, any grade, 1/8" & under, any width up to 98", kiln dried. J. J. NARTZIK, INC., Chicago, Ill.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-86"; 1/16", 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74 & 86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

WALNUT

HALF ROUND & ROTARY CUT, SLICED; also BUTTS. THE FREIBERG MAHOGANY CO., Cincinnati, O.

1/20-3/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. THREE PLY, 1/4x24x48, G2S. FIVE PLY, HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x60, 2S, 3/4x30x72, 2S. PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. QTD. WHITE OAK, FIVE PLY, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality

25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

Yes! We're in favor of Fire Insurance at C-O-S-T!

THAT'S THE REASON YOU SEE OUR NAMES HERE

NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE

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We want to see *your* name on our membership list. It will be in good company. Our Exchange was organized in 1915. Insurance in force, \$17,000,000.00. Losses only \$450,000.00 (all paid promptly). Members, 425. Only Preferred risks accepted. Frequent, efficient Inspection Service, reduces fire hazards, etc. **FIRE PREVENTION INSURANCE.**

Write for full particulars, last Financial Statement and Bulletin.

**NATIONAL
LUMBER MANUFACTURERS
INTER-INSURANCE
EXCHANGE**

710 Lumber Exchange, 11 S. La Salle St.
CHICAGO, ILL.

THE MARK OF RESPONSIBLE
FIRE INSURANCE



EXECUTIVE BOARD

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Manager and Attorney-in-Fact.
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A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-9-75) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 39)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 54)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, **ARKANSAS**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer. Charleston, **MISSISSIPPI**

(*See page 55)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 62)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 5)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 14)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 73)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 44)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 72)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page —)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. Memphis, Tenn.

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 61)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 16)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

We Offer for Quick Shipment

BEECH		BASSWOOD	
	Dry Green		
5/8" No. 2 C. & B.	20M 150M	1" No. 2 C. & B.	380M 89M
1" No. 2 Com.	32M 18M	1" No. 2 Com.	20M
1 1/2" No. 2 C. & B. (full log run)	62M 4M	1x6" Selects & Btr.	2M
5/8" No. 3 Com.	100M	1" No. 1 C. & B. end dried white	14M
1" No. 3 Com.	36M 136M	1 1/4" No. 1 C. & B. end dried white	5M 5M
1 1/4" No. 3 Com.	44M	1" No. 3 Com.	27M 36M
1 1/2" No. 3 Com.	260M		
BIRCH		SOFT ELM	
	Dry Green		
1" No. 2 C. & B.	108M 46M	1" No. 2 C. & B.	8M 199M
1" No. 2 Com.	20M	2" No. 1 C. & B. (50% or B. FAS)	41M 34M
1" No. 3 Com.	14M 28M	1" No. 1 C. & B. (75% or B. FAS)	45M
		1" No. 3 Com.	33M
		1 1/2" No. 3 Com.	39M

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN



Any Time You Get as Good as the

RED BOOK

You can't get any better credit book.

It's the real authority to consult on lumber buyers, wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION

CHICAGO and NEW YORK

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

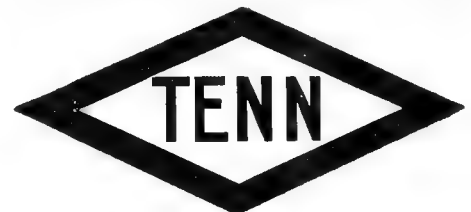
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO

BRISTOL TRIM

DIAMOND TENNESSEE BRAND



GUARANTEED

BRISTOL DOOR & LUMBER CO.

BRISTOL, TENN.

REPRESENTATIVES

J. M. ATTLEY & CO. Chicago, Ill.

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J. W. TURNBULL LUMBER CO. Philadelphia, Pa.

I. N. CHASE LUMBER CO. Boston, Mass.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

FOR SALE

WE HAVE A GOOD STOCK OF WHITE ASH

from 5/8" to 16/4" thick. If you are in the market for any grade or thickness,

Write Us

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

WE BUY AND SELL LOG RUN & STRAIGHT GRADE LUMBERS

We Specialize in

Hardwoods

Dawson Lumber Co.

YARDS AND OFFICE AT LOUISVILLE, KENTUCKY

WIRE OR WRITE FOR PRICES

BAD LUMBER BUM SERVICE

do not help establish an unknown concern

We are desirous of building up a permanent and satisfied clientele and in order to do so are compelled to deliver GOOD LUMBER and render EFFICIENT SERVICE.

Our Slogan

MAXIMUM SATISFACTION
MINIMUM COST

R. R. May Hardwood Co.

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

**Mason-Donaldson
Lumber Company**

RHINELANDER, WISCONSIN

HARDWOODS

PINE AND HEMLOCK LUMBER

ASH	BIRCH
1/4" No. 2 C&B. 65M'	4/4" to 8/4" S&No. 1C
	4/1" to 6/4" No. 2C
BASSWOOD	4/4" to 6/4" No. 3C
4/1" F&S ... 75M'	16/4" No. 1 C&B 20M'
1/4" S&No 1 C 60M'	12/4" No. 1 C&B 65M'
1/4" No. 2 C ... 84M'	ROCK ELM
4/1" No. 3 C ... 15M'	8/4" No. 2 C&B. 4 cars
5/4" No. 2 C ... 75M'	8/4" No. 3 C ... 1 car
6/1" No. 1 C&B. 2 cars	SOFT MAPLE
5/1" No. 2 C ... 1 car	4/1" No. 2 C&B - full
5/4" No. 3 C ... 2 cars	run of log ... 75M'

Also Pine and Hemlock Yard and Crating Stock

Careful Attention and Prompt
Quotations Made on All Inquiries

WRITE US ABOUT YOUR WANTS



"The works of a man are his mark of achievement"



We rest our case on a long, proud record

THE accumulated evidence of basically superior hardwood lumber and veneers, well manufactured and marketed efficiently, fairly and obligingly, over a period of many years, has given us a standing among the wood-using industries in which it is not vanity to be proud. Our methods and product are the kind that build up business traditions and a list of customers who are friends and remain faithful year after year. Come to us for your requirements in southern hardwoods, lumber, veneers and ply wood, and test the evidence of our perfect service.

THE ANDERSON-TULLY COMPANY
MEMPHIS



HIGH GRADE QUARTERED OAK AND SOUTHERN HARDWOODS ~ VENEERS AND PLYWOOD

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar
Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**
Quartered Oak
Chestnut **Basswood**
Oak Flooring

Coal Grove, Ohio, U. S. A.

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

Hardwood Record

Semi-Monthly
Twenty-Sixth Year

337 SOUTH DEARBORN STREET
CHICAGO, APRIL 10, 1921

Subscription—\$2.
Vol. L, No. 12

After very thorough consideration American Walnut was adopted for the interior woodwork and panels of the General Motors Office Building, Detroit, Michigan, and the Contractors secured the Walnut from the Pickrel Walnut Co., St. Louis, Missouri. American Walnut is the modern material for interior woodwork.



General Motors Office Building, Detroit, Michigan

ESTABLISHED 1798

INCORPORATED 1920

J. Gibson McIlvain Company

MANUFACTURERS WHOLESALESAERS

LUMBER

PHILADELPHIA
PENNSYLVANIA

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the
Best Forest Products of Wisconsin
and Upper Michigan

WE MANUFACTURE
hardwoods exclusively
and usually have on hand
a complete assortment of

**Basswood, Birch,
Soft and Rock Elm
and Maple of the
Best Quality**

MODERN UP TO DATE
PLANING MILL AND DRY
KILN EQUIPMENT

Birch and Hard Maple
Flooring
kiln dried and carefully
machined.

**H.F. Below Lumber
Company**
MARINETTE

THE WISE BUYER

will consider the fact that present prices are lower than manufacturing cost! There is food for thought in this truth and it presents a big opportunity for YOU if you buy on the basis of present market quotations.

We are specialists in our field of activity, which means a high standard of Quality and Service. Our reputation is founded on accomplishment.

Manufacturers of
**Birch, Basswood,
Hard Maple**
of **RECOGNIZED EXCELLENCE**

The birch comes in 4/4" to 16/4"
The basswood comes in 1/8" to 16/4"
Hard Maple 4/4 to 16/4

**Sawyer-Goodman
Company**
MARINETTE

MARINETTE with both rail and water transportation, excellent labor conditions and a timber supply that will last for years makes an ideal location for wood working factories

Come and Look Us Over

DELTA HARDWOODS

FORTIFYING THE FUTURE

OF YOUR BUSINESS BY PURCHASING ONLY THE BEST GRADE OF HARDWOODS CAN BEST BE ACCOMPLISHED BY GETTING IN TOUCH WITH US. THE *QUALITY* OF OUR OUTPUT IS BEYOND DISPUTE. WE HAVE STUDIED TO PERFECT OUR MANUFACTURING FACILITIES AND THEY ARE OF THE BEST. OUR STOCK IS OF A SPLENDID TEXTURE AND OF UNIFORM COLOR.

MAY WE SERVE
YOU?

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

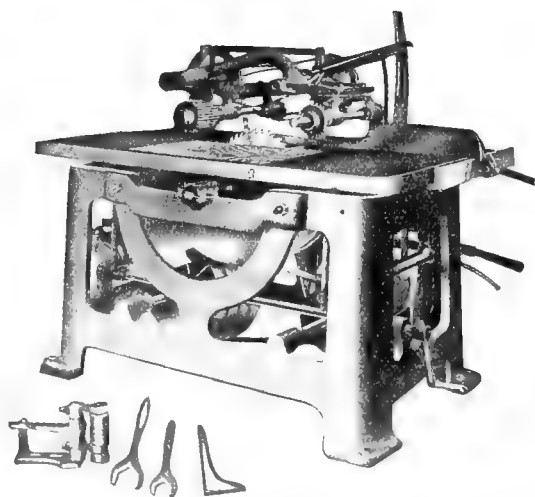
Double Band Mills
Arkansas City, Ark.

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

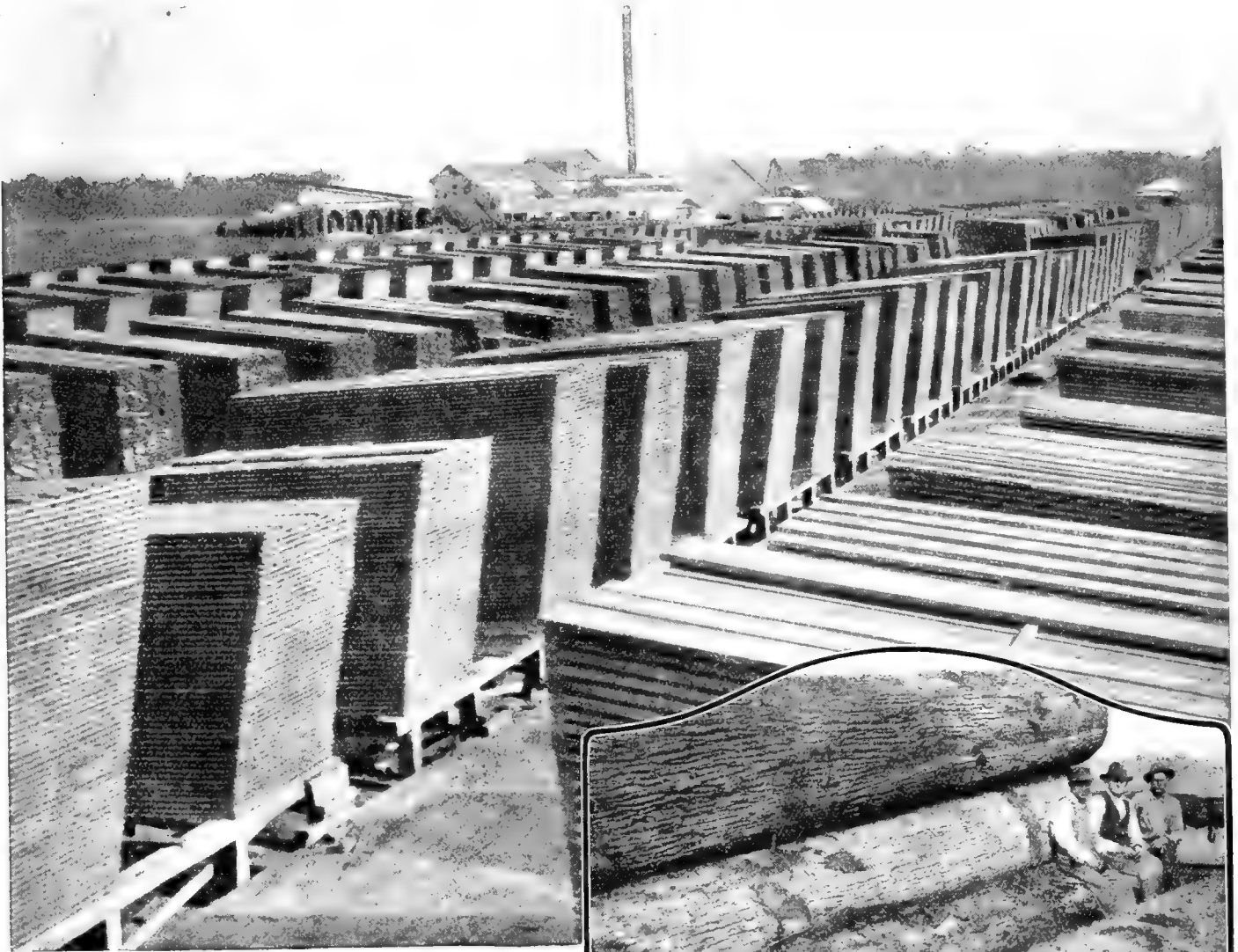
The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



Forked Leaf White Oak

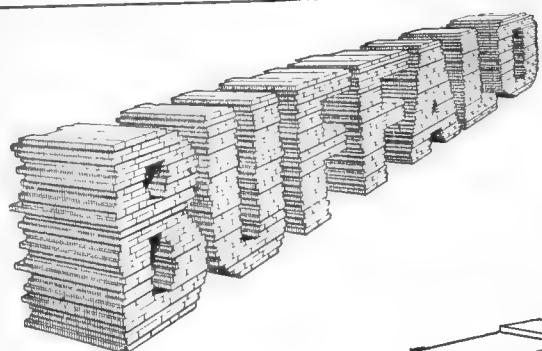
manufactured in our splendidly equipped, new hardwood mill at Haslam, Texas, measures fully up to the requirements of exacting buyers. Those seeking maximum quality in all hardwood items will find their specifications fully met in

PICKERING
SOUTHERN HARDWOODS

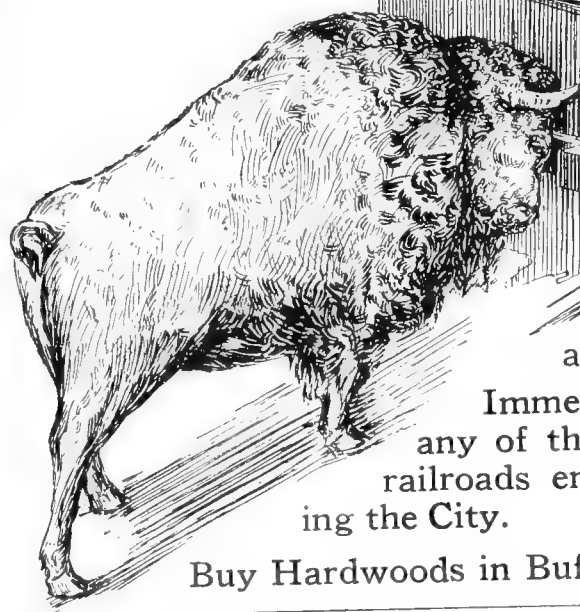
We have ample production capacity to assure prompt, efficient and satisfactory service to every branch of the market. We are now ready to quote on your schedules and invite early correspondence.



W. R. PICKERING LUMBER COMPANY • KANSAS CITY, U. S. A.



FOR HARDWOODS



**Do you
want prompt
shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Est. 56 Years Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

HAVE LARGE, DRY STOCK CHERRY, 1" TO 4", ALL GRADES
Also all other Hardwoods, White Pine, etc.
ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

932 ELK STREET

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET



The World's Greatest Lumber and Woodworking Center

John Hansen Lumber Co.

(NOT INC.)

1118 LUMBER EXCHANGE BLDG.
PHONES: RANDOLPH 552 AND 553

Southern and Northern Hardwoods

All Grades and Thicknesses for Box Purposes

QUARTERED WHITE OAK		QUARTERED RED GUM	
4/4" 1st & 2nd.....	2 cars	8/4" 1st & 2nd.....	2 cars
4/4" No. 1 Common.....	2 cars	8/4" No. 1 Common.....	2 cars
RED GUM		MAGNOLIA	
4/4" 1st & 2nd.....	2 cars	4/4" No. 1 Com. & Btr....	4 cars
1 1/4" No. 1 Common.....	5 cars	POPLAR	
		ALL GRADES & THICKNESSES	

L. D. LEACH & CO.

341 South Dearborn Street, Chicago, Illinois

MANUFACTURERS HARDWOOD LUMBER

4/4" No. 1 Common Cypress.....	10 Cars
4/4" Log Run Soft Elm.....	5 Cars
Each 8/4" and 10/4" Soft Elm.....	3 Cars
Each 8/4" and 10/4" Soft Maple.....	2 Cars
4/4" No. 3 Common Gum	10 Cars
4/4" No. 3 Common Oak	10 Cars
4/4" No. 1 & No. 2 Com. Red & White Oak.....	10 Cars

SEND US YOUR INQUIRIES FOR ANYTHING IN
Northern and Southern Hardwoods

We Specialize in Chestnut Lumber

Geo. D. Griffith & Co.

Birch Maple Elm Oak Poplar

WHOLESALE LUMBER

Chestnut Gum Cypress Basswood

805 LUMBER EXCHANGE

TELEPHONE RANDOLPH 2165

Theo. Fathauer Co.

Manufacturers & Dealers
Hardwood Lumber

YARDS AND MAIN OFFICE
1428 Cherry Ave. TELEPHONE
DIVERSEY 1824

MILLS—HELENA, ARK.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1915

MANUFACTURERS
AND WHOLESALE

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building
BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Maisey & Dion

Hardwoods

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 TO 2423 So. LOOMIS ST.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118



WHITE OAK

of excellent quality
and expert manufacture.

Also

RED OAK ASH · GUM

All Band Sawn

Produced in our
new hardwood mill at
Little Rock, Arkansas.
The last word in modern
equipment.

We can ship Oak
Flooring, Square-Edged
Parquetry Strips, Trim
and Moldings with
Hardwood lumber—a
service of unusual ad-
vantage to the trade.

Write Now

E. L. BRUCE COMPANY
LITTLE ROCK

HARDWOOD PLANT, Little Rock
FLOORING PLANTS, Little Rock and Memphis

**“The greatest indictment
which can be brought
against industry in the
United States is the charge
of waste.”**

-Quotation from Babson's report.

Can you answer this charge and
clear yourself in the tribunal of
Competition?

The indictment is particularly
true in the woodworking industry
and can be laid principally to in-
efficient kilns.

Analyze the results of this depart-
ment in your own business and de-
termine what your answer will be.

GRAND RAPIDS VAPOR KILN
GRAND RAPIDS, MICHIGAN

WESTERN VAPOR KILN COMPANY, Seattle, Washington

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a mod-
erate quantity of this stock in our
Flooring Factory and would consider
a yearly contract for the output. Can
you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

We have the following tough, well manufactured dry stock ready for quick shipment

WHITE ASH	
1" Select & Better.....	13,000'
1" Com. & Btr.....	27,000'
1" No. 2 Common.....	40,000'
5/4" Select & Better.....	10,000'
5/4" No. 1 Com. & Btr.....	20,000'
5/4" No. 2 Common.....	41,000'
6/4" Select & Btr.....	12,000'
6/4" No. 1 Com. & Btr.....	24,000'
6/4" No. 2 Common.....	33,000'
6/4" No. 2 Common.....	35,000'
8/4" Sel. & Btr., 10" up 10,000'	
8/4" Sel. & Btr.....	12,000'
8/4" Com. & Btr.....	100,000'
8/4" No. 1 Common.....	100,000'
8/4" No. 2 Common.....	18,000'
10/4" Sel. & Btr., 10" up 19,000'	
10/4" Com. & Btr.....	75,000'

10/4" No. 1 Common.....	40,000'
10/4" No. 2 Common.....	10,500'
12/4" Com. & Btr.....	40,000'
12/4" No. 1 Common.....	24,000'
12/4" No. 2 Common.....	15,000'
16/4" Com. & Btr.....	18,000'
16/4" No. 1 Common.....	12,000'

MISCELLANEOUS

6/4" 8/4" 10/4" 12/4" Log Run Elm.....	15,000'
1" Log Run Poplar.....	10,000'
1" No. 2 Com. Poplar.....	15,000'
1" No. 1 C. Cottonwood.....	12,000'
1" No. 2 C. & B. Gum.....	200,000'
1" No. 2 C.&B. Pl. Oak.....	150,000'
1" No. 2 C. & B. Cypress.....	33,000'
1" No. 2 C.&B. Cotton'd.....	100,000'

Thompson-Katz Lumber Co.

ASH	
6/4" 1s & 2s.....	8,000'
8/4" 1s & 2s.....	4,300'
10/4" Com. & Btr.....	16,000'
16/4" Com. & Btr.....	16,000'
4/4" No. 1 Com.....	12,000'
5/4" No. 1 Com.....	27,000'
6/4" No. 1 Com.....	22,000'
8/4" No. 1 Com.....	14,000'
CYPRESS	
4/4" Sel. & Btr.....	14,000'
5/4" Sel. & Btr.....	18,000'
6/4" Shop & Btr.....	11,000'
8/4" Shop & Btr.....	7,000'
4/4" Shop.....	11,000'
4/4" No. 1 Com.....	17,000'
4/4" No. 2 Com.....	10,000'
ELM	
1/4" Log Run.....	6,000'
6/4" Log Run.....	11,000'
8/4" Log Run.....	6,000'
12/1" Log Run.....	19,000'

PLAIN RED GUM	
4/4" 1s & 2s.....	4,500'
5/4" Com. & Btr.....	50,000'
6/4" No. 1 Com.....	17,500'
QUARTERED RED GUM	
5/4" Com. & Btr.....	27,000'
6/4" Com. & Btr.....	22,000'
8/4" Com. & Btr.....	30,000'
QTD. RED GUM, S&N	
8/4" Com. & Btr.....	65,000'
SAP GUM	
4/4" 1s & 2s.....	5,000'
5/4" 1s & 2s.....	137,000'
6/4" 1s & 2s.....	14,000'
5/4" No. 1 Com.....	114,000'
6/4" No. 1 Com.....	27,000'
8/4" No. 1 Com.....	8,000'
5/4" No. 2 Com.....	35,000'
6/4" No. 2 Com.....	23,000'
PLAIN RED OAK	
4/4" 1s & 2s.....	36,000'
5/4" 1s & 2s.....	50,000'
6/4" 1s & 2s.....	37,000'

Welsh Lumber Company

MILL AT
BYNG, MISS.

F. W. DUGAN
J. R. COLLINS

DUGAN LUMBER COMPANY

Manufacturers and Shippers

Domestic and Export
Hardwood Lumber

QUALITY
GOLDEN RULE
SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

WHITE ASH

4/1" 1s & 2s, 10" & up..	1 car
5/4" 1s & 2s, 10" & up..	1 car
4/4" 1s & 2s, Regular....	1 car
5/4" 1s & 2s, Regular....	1 car
4/4" No. 1 Com. & Btr..	2 cars
5/4" No. 1 Com. & Btr..	2 cars
6/4" No. 1 Com. & Btr..	2 cars
8/4" No. 1 Com. & Btr..	3 cars
10/4" No. 1 Com. & Btr.	3 cars
12/4" No. 1 Com. & Btr.	3 cars

16/4" No. 1 Com. & Btr.	1 car
4/4" No. 1 Common.....	3 cars
5/4" No. 1 Common.....	3 cars
6/4" No. 1 Common.....	1 car
8/4" No. 1 Common.....	3 cars
10/4" No. 1 Common.....	1 car
12/4" No. 1 Common.....	1 car
4/4" No. 2 Common.....	2 cars
5/4" No. 2 Common.....	1 car
6/4" No. 2 Common.....	1 car
8/4" No. 2 Common.....	1 car

White Ash Our Specialty

John M. Woods Lumber Co.

We Specialize in Mixed Car Oak

Regular Widths and Lengths

QUARTERED WHITE OAK

4/4" FAS.....	83,000'
4/4" No. 1 Common.....	91,000'
6/4" FAS.....	18,000'
6/4" No. 1 Common.....	15,000'

PLAIN WHITE OAK

4/1" FAS.....	33,000'
4/4" No. 1 Common.....	139,000'
4/4" No. 2 Common.....	80,900'

QUARTERED RED OAK

4/4" FAS.....	20,000'
1/1" No. 1 Common.....	53,000'
5/4" No. 1 Com & Btr.	8,000'

PLAIN RED OAK

4/4" FAS.....	87,000'
4/4" No. 1 Common.....	138,000'
4/4" No. 2 Common.....	59,000'

PLAIN RED AND WHITE OAK

1/4" Sound Wormy.....	183,000'
QTD. RED AND WHITE OAK	
1/1" Sound Wormy.....	29,000'

POPLAR

1/1" No. 1 Com. & Btr.	23,000'
8/1" No. 1 Com. & Btr.	24,000'
4/1" No. 2 Common.....	15,000'

RED AND WHITE OAK

7" Sw. Ties, 9", 9-20"	269,000'
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Ferguson & Palmer Company

FURNITURE DIMENSION

CLEAR OAK	
1 1/2"x2-36"	1 car
2 1/2"x2 1/2"-30 & 19"	1 car
3x3-30"	1 car
2x2-30 & 24"	1 car
2x2-30, 24 & 19"	1 car
2x2-19"	3 cars
2x2-30"	3 cars
2x2, 2 1/2"x2 1/2" & 3x3-30"	1 car
1 1/2"x1 1/2", 2x2 & 3x3-30"	1 car
1 1/2"x2-40 & 42" & 2x2-19"	1 car
1 1/2"x1 1/2"-19"	2 cars
1 1/2"x1 1/2"-20, 18 & 16"	3 cars
Qtd. Red Oak 1x2 1/2" & wdr.-18"	2 cars
Qtd. Red Oak 3/4"x3 & wdr.-18"	5 cars
Qtd. White Oak 3/4"x3 & wdr.-22"	3 cars

LUMBER

4/4" FAS Plain Red Gum.	2 cars
4/4" No. 1 C. Plain R. G.	5 cars
4/1" No. 2 C. Plain R. G.	2 cars
8/4" FAS Plain Red Gum.	1 car
8/4" No. 1 C. Plain R. G.	3 cars
8/4" No. 2 C. Plain R. G.	2 cars
4/4" No. 1 C.&B. Q. R. G.	1 car
6/4" No. 1 C.&B. Q. R. G.	2 cars
6/4" No. 1 C.&B. Q. R. G.	1 car
8/4" No. 1 C.&B. Q. R. G.	5 cars
6/4" No. 1 C.&B. Q. W. O.3	cars
4/4" No. 2 C.&B. Q. W. O.1	car
4/4" No. 1 C.&B. Q. R. O.3	cars
1/4" No. 2 C.&B. Q. R. O.1	car
1/4" FAS pl. White O.	2 cars
1/4" No. 1 C. pl. W. Oak	1 cars

C. B. COLBORN

438 RANDOLPH BUILDING

FIRM TEXTURED WHITE ASH

4/4" No. 2 Common.....	18,000'
4/4" No. 3 Common.....	11,000'
5/4" No. 2 Common.....	10,000'
5/4" No. 3 Common.....	10,000'

COTTONWOOD

4/4" FAS, 6-12"	45,000'
4/4" No. 1 Com., 6-12"	100,000'
4/4" No. 3 Common.....	15,000'

SOFT YELLOW CYPRESS

4/4" Sel.	45,000'
4/4" No. 1 Shop.....	60,000'
4/4" No. 1 Common.....	200,000'
4/4" No. 2 Common.....	200,000'
4/4x8" No. 1 Common.....	150,000'
4/4x8" No. 2 Common.....	100,000'
5/4" Shop & Btr.....	200,000'

ELM

6/1" Log Run.....	20,000'
8/1" Log Run.....	200,000'
12/4" Log Run.....	60,000'

SAP GUM

4/4" No. 1 Common.....	200,000'
1/4" No. 2 Common.....	175,000'

PLAIN RED GUM

4/1" No. 1 Common.....	300,000'
1/1" No. 2 Common.....	275,000'

SOUTHERN SOFT MAPLE

8/1" Log Run.....	36,000'
8/4" Log Run.....	250,000'
10/4" Log Run.....	125,000'
12/4" Log Run.....	75,000'
13/4" Log Run.....	75,000'

QUARTERED WHITE OAK

4/4" No. 1 Common.....	100,000'
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PLAIN WHITE OAK

4/4" No. 2 Common.....	150,000'
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PLAIN RED OAK

4/4" No. 1 Common.....	300,000'
4/4" No. 2 Common.....	100,000'
1/4" Sound Wormy No. 1 Com. & Btr.....	100,000'
5/4" No. 1 Common.....	100,000'

QUARTERED RED OAK

4/1" No. 1 Common.....	14,000'
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SYCAMORE

4/1" Log Run.....	23,000'
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Grismore-Hyman Co.

HARDWOODS

MEMPHIS

WE have dry and ready for shipment one million feet 4/4" dry cottonwood. Can furnish special widths in all grades.

Also have well assorted stock of all other southern hardwoods

Johnson Bros. Hardwood Co.

Regular Widths and Lengths	
QUARTERED RED GUM	8/4" No. 1 Common..... 26,000'
6/4" No. 1 Common..... 17,000'	4/4" Sound Wormy..... 41,000'
QUARTERED SAP GUM	QUARTERED WHITE OAK
8/4" FAS..... 18,000'	4/4" FAS..... 10,300'
8/4" No. 1 Common..... 11,000'	5/4" FAS..... 11,000'
PLAIN SAP GUM	6/4" FAS..... 15,100'
7/4" FAS..... 6,000'	4/4" No. 1 Common..... 11,000'
4/4" No. 1 Common..... 59,000'	5/4" No. 1 Common..... 14,200'
5/4" No. 1 Common..... 24,700'	6/4" No. 1 Common..... 28,600'
5/4" No. 2 Common..... 18,700'	8/4" No. 1 Common..... 15,100'
PLAIN RED OAK	4/4" No. 2 Common..... 31,000'
10/4" FAS..... 15,000'	5/4" No. 2 Common..... 8,500'
4/4" No. 1 Common..... 32,000'	6/4" No. 2 Common..... 8,000'
5/4" No. 1 Common..... 15,000'	POPLAR
6/4" No. 1 Common..... 21,200'	4/4" No. 1 Common..... 58,000'
8/4" No. 1 Common..... 16,000'	6/4" No. 1 Common..... 35,000'
10/4" No. 1 Common..... 31,000'	4/4" No. 2 Common..... 16,000'
4/4" No. 1 Common..... 60,000'	5/4" No. 2 Common..... 16,500'
5/4" No. 1 Common..... 25,000'	6/4" No. 2 Common..... 9,000'
6/4" No. 1 Common..... 13,000'	8/4" No. 2 Common..... 52,000'

Goodlander-Robertson Lbr.Co.

QUARTERED WHITE OAK		MAPLE	
4/4-5/4-6/4" FAS..... 4 mos.		3/4" L R..... 4 mos.	Dry
5/8-6/4" No. 1 Com..... 4-12 mos.			
4/4-6/4" No. 2 Com..... 4-12 mos.			
PLAIN WHITE OAK		PLAIN RED GUM	
5/8-6/4" FAS..... 2-5 mos.		4/4" FAS..... 4 mos.	
5/8-6/4" No. 1 Com..... 2-5 mos.		4/4" No. 1 Com..... 4 mos.	
5/8-6/4" No. 2 Com..... 2-5 mos.		4/4" No. 2 Com..... 4 mos.	
PLAIN RED OAK		SAP GUM	
4/4-6/4" FAS..... 3-8 mos.		4/4" B. Board, 13-17"..... 3 mos.	
4/4-6/4" No. 1 Com..... 3-8 mos.		4/4" B. Board, 9-12"..... 3 mos.	
4/4-6/4" No. 2 Com..... 3-8 mos.		5/8-4/4-5/4" FAS..... 3 mos.	
		5/8-4/4-5/4" No. 1 Com..... 3 mos.	
		5/8-4/4-5/4" No. 2 Com..... 3 mos.	
POPLAR		QUARTERED RED GUM	
4/4" FAS..... 4 mos.		1/4" FAS..... 3 mos.	
4/4" No. 1 Com..... 4 mos.		1/4" No. 1 Com..... 3 mos.	
4/4" No. 2 Com..... 4 mos.		1/4" No. 2 Com..... 3 mos.	
ELM		Bridge Plank	
4/4-12/4" L R..... 4 mos.			

Dickson-Lambert Lumber Co.

PLAIN SAP GUM		QTD. RED GUM SND	
4/4" No. 1 Com. & Sel..... 50,000'		5/4" Com. & Btr..... 50,000'	
4/4" No. 2 Common..... 50,000'		PLAIN WHITE OAK	
5/4" Com. & Btr..... 50,000'		4/4" 1s & 2s..... 50,000'	
6/4" Com. & Btr..... 50,000'		1/4" No. 1 Common..... 50,000'	
8/4" Nos. 2 & 3 Com..... 40,000'		4/4" No. 2 Common..... 50,000'	
		4/4" No. 3 Common..... 50,000'	
		1/4" Sound Wormy..... 50,000'	
PLAIN RED GUM		PLAIN RED OAK	
4/4" 1s & 2s..... 15,000'		4/4" No. 1 Com. & Sel..... 50,000'	
4/4" No. 1 Common..... 50,000'		4/4" No. 2 Common..... 50,000'	
5/4" No. 1 Common..... 50,000'		4/4" No. 3 Common..... 50,000'	
6/4" No. 1 Common..... 50,000'		ASH	
QUARTERED RED GUM		5/4" No. 1 Common..... 50,000'	
4/4" 1s & 2s..... 15,000'		3/4" Com. & Btr..... 50,000'	
5/4" Com. & Btr..... 50,000'		10/4" Com. & Btr..... 50,000'	
6/4" Com. & Btr..... 50,000'		12/4" Com. & Btr..... 50,000'	
8/4" No. 1 Common..... 50,000'			

Geo. C. Brown & Co.

ASH		4/4" No. 2 Common..... 100,000'	
10/4" Com. & Btr..... 100,000'		QUARTERED WHITE OAK	
5/4" No. 1 Common..... 50,000'		4/4" FAS..... 30,000'	
COTTONWOOD		5/4" FAS..... 50,000'	
4/4" No. 1 Common..... 100,000'		6/4" FAS..... 25,000'	
ELM		4/4" No. 1 Common..... 100,000'	
8/4" Log Run..... 75,000'		5/4" No. 1 Common..... 100,000'	
10/4" Log Run..... 50,000'		6/4" No. 1 Common..... 150,000'	
12/4" Log Run..... 50,000'		PLAIN WHITE OAK	
16/4" Log Run..... 15,000'		4/4" FAS..... 20,000'	
PLAIN RED GUM		4/4" No. 1 Common..... 100,000'	
4/4" FAS..... 14,000'		QUARTERED RED OAK	
4/4" No. 1 Common..... 50,000'		6/4" No. 1 Common..... 100,000'	
QUARTERED RED GUM		5/4" FAS..... 50,000'	
8/4" Com. & Btr..... 40,000'		4/4" No. 1 Common..... 75,000'	
QTD. RED GUM, SND.		5/4" No. 1 Common..... 75,000'	
6/4" Com. & Btr..... 100,000'		PLAIN RED OAK	
8/4" Com. & Btr..... 125,000'		4/4" Com. & Btr..... 150,000'	
10/4" Com. & Btr..... 200,000'		5/4" Com. & Btr..... 80,000'	
12/4" Com. & Btr..... 150,000'		6/4" Com. & Btr..... 80,000'	
PLAIN SAP GUM		4/4" No. 3 Common..... 100,000'	
4/4" No. 1 Common..... 100,000'			
5/4" No. 1 Common..... 75,000'			

GAYOSO LUMBER CO.

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

TUPELO

for

QUICK SHIPMENT

4/4" 13 to 17' Box Boards..... 2 cars	
4/4" 9 to 12 Box Boards..... 2 cars	
4/4" FAS..... 5 cars	
4/4" No. 1 Com..... 8 cars	
4/4" No. 2 Com..... 4 cars	

This is all genuine tupelo

Tustin Hardwood Lbr. Co.

Main Office
MEMPHIS

Sales Office
DETROIT

HARDWOODS

MEMPHIS

ASH	
5/4" No. 1 & 2 Com.	30,000'
10/4" Log Run	50,000'
CHERRY	
4/4" Log Run	5,000'
ELM	
8/4" Log Run	12,000'
10/4" Log Run	10,000'
PLAIN SAP GUM	
4/4" FAS	100,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	100,000'
4/4" No. 3 Common	75,000'
PLAIN SAP GUM	
5/4" FAS	15,000'
5/4" No. 1 Common	15,000'
QUARTERED GUM, SND.	
8/4" No. 1 Com. & Btr.	30,000'

PLAIN RED GUM	
4/4" FAS	15,000'
1/4" No. 1 Common	100,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	12,000'
8/4" No. 1 Common	18,000'
QUARTERED GUM, SND.	
10/4" No. 1 Com. & Btr.	30,000'
PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	30,000'
4/4" No. 2 Common	15,000'
QUARTERED WHITE OAK	
4/4" No. 1 Common	30,000'
PLAIN RED OAK	
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	100,000'
4/4" No. 3 Common	75,000'
5/4" No. 1 Common	30,000'
7/4" No. 2 Common	10,000'
QUARTERED RED OAK	
1/4" No. 1 Common	30,000'

SAP GUM	
4/4" 1s & 2s	5 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	5 cars
Box Bds., 13-17"	4 cars
Box Bds., 9-12"	7 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	2 cars
6/4" No. 1 Common	10 cars
RED GUM	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
6/4" 1s & 2s	2 cars
4/4" No. 1 Common	10 cars
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	5 cars
QUARTERED SAP GUM	
4/4" Com. & Btr.	5 cars
5/4" Com. & Btr.	3 cars
6/4" Com. & Btr.	8 cars
8/4" Com. & Btr.	5 cars

QUARTERED RED GUM	
4/4" Com. & Btr.	3 cars
5/4" Com. & Btr.	2 cars
6/4" Com. & Btr.	3 cars
8/4" Com. & Btr.	7 cars
PLAIN RED OAK	
4/4" 1s & 2s	3 cars
5/4" 1s & 2s	2 cars
6/4" No. 1 Common	10 cars
5/4" No. 1 Common	3 cars
6/4" Com. & Btr.	2 cars
ELM	
1/4" Log Run	2 cars
6/4" Log Run	8 cars
5/4" Log Run	7 cars
10/4" Log Run	4 cars
POPLAR	
4/4" Sap & Btr.	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars

Brown - Everts Lumber Co.

ASH	
8/4", 10/4", 12/4" C&B	300,000'
4/4" No. 2 Common	100,000'
5/8" No. 2 Com. & Btr.	34,000'
ELM	
12/4" Log Run	300,000'
10/4" Log Run	105,000'
8/4" Log Run	45,000'
6/4" Log Run	45,000'
MAPLE	
10/4" Log Run	70,000'
8/4" Log Run	40,000'
SYCAMORE	
10/4" Log Run	200,000'
4/4" Saps & Sel	23,000'

CYPRESS	
5/4" Selects	16,000'
6/4" Selects	15,000'
POPLAR	
4/4" Box Bds., 9-12"	14,000'
4/4" FAS	31,000'
1/4" Log Run	34,000'
1/4" No. 1 Common	94,000'
1/4" No. 2 Common	130,000'
8/4" FAS, SND	16,000'
8/4" No. 1 Common	30,000'
COTTONWOOD	
4/4" Panel, 18" & up	13,000'
1/4" FAS	40,000'
4/4" No. 1 Common	36,000'
1/4" No. 3 Common	15,000'
HICKORY	
6/4" Log Run	42,000'

Memphis Band Mill Co.

"FOR DISCRIMINATING BUYERS"

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN SAP GUM	
4/4" FAS	4 cars
5/4" FAS	1 car
4/4" No. 1	5 cars
5/4" No. 1	4 cars
6/4" No. 1	1 car
8/4" No. 1	1 car
5/4" No. 2	3 cars
4/4" Box Bds., 13-17"	5 cars
QTD. RED GUM, SND.	
4/4" FAS	1 car
5/4" FAS	1 car
6/4" FAS	2 cars
8/4" FAS	5 cars
4/4" No. 1	1 car
5/4" No. 1	4 cars
6/4" No. 1	2 cars
8/4" No. 1	5 cars
PLAIN RED GUM	
4/4" No. 1	2 cars
4/4" No. 1	4 cars
QUARTERED RED GUM	
5/4" FAS	1 car
6/4" FAS	3 cars
8/4" FAS	4 cars
4/4" No. 1	1 car
5/4" No. 1	2 cars
6/4" No. 1	6 cars
PLAIN RED OAK	
4/4" No. 1	1 car
4/4" No. 1	1 car
4/4" No. 2	2 cars
PLAIN WHITE OAK	
4/4" No. 1	5 cars

The Frank A. Conkling Co.

SOUTHERN HARDWOODS
Mills: Issaquena, Miss.; Percv, Miss.

J. W. DICKSON, President

W. L. TONEY, Vice-President

Valley Log Loading Co., Inc.

We load logs on the right-of-way between stations on the Y. & M. V. R. R. from Memphis to Vicksburg; also on the right-of-way on the Missouri Pacific-Iron Mountain R. R. between Memphis and Marianna, Ark.

Will contract to put in spurs and furnish equipment, camp outfit, rails, ties and labor. Cut, haul and load logs. Write us—1204 Exchange Bldg., Memphis, Tenn.

Dacus-Richards Hardwood Co.

QUARTERED WHITE OAK	
4/4" FAS	29,000'
1/2" No. 1 Common	23,000'
3/4" No. 1 Common	30,000'
4/4" No. 1 Common	129,000'
2-3 1/2" SND, Cl. Strips	35,000'
QUARTERED RED OAK	
4/4" FAS	34,000'
4/4" No. 1 Common	123,000'
QUARTERED RED GUM	
1/4" FAS	32,000'
4/4" No. 1 Common	156,000'

QTD. RED GUM, SND.	
8/4" Com. & Btr.	72,000'
8/4" No. 1 Common	28,000'
SAP GUM	
4/4" No. 1 Common	156,000'
PLAIN WHITE OAK	
4/4" No. 1 Common	63,000'
4/4" Sound Wormy	85,000'
PLAIN RED OAK	
4/4" No. 1 Common	146,000'
COTTONWOOD	
4/4" FAS	12,000'
4/4" No. 1 Common	69,000'

Stimson Veneer & Lbr. Co. INCORPORATED

QUARTERED WHITE OAK	
5/8" No. 1 Common	2 cars
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	2 cars
4/4" Com. Strips	2 cars
PLAIN RED OAK	
3/4" 1s & 2s	1 car
3/4" No. 1 Common	2 cars
3/4" No. 2 Common	1 car
4/4" No. 1 Common	2 cars
4/4" No. 2 Common	2 cars
PLAIN WHITE OAK	
4/4" 1s & 2s	1 car
4/4" No. 1 Common	4 cars
4/4" No. 2 Common	2 cars
MIXED OAK	
3/4" No. 3 Common	3 cars
4/4" No. 3 Common	4 cars
4/4" Sound Wormy	2 cars
3/4" Sound Wormy	1 car
PLAIN BLACK GUM	
3/4" No. 1 Com. & Btr.	3,000'
4/4" No. 1 Com. & Btr.	2 cars

QUARTERED BLACK GUM	
8/4" No. 1 Com. & Btr.	2 cars
QUARTERED RED OAK	
8/4" No. 2 Com. & Btr.	6,000'
PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	3 cars
5/8" No. 2 Common	2 cars
4/4" No. 2 Common	1 car
6/4-8/4" Dog Boards	2 cars
QTD. RED GUM, SND.	
4/4" No. 1 Com. & Btr.	3 cars
5/4" No. 1 Com. & Btr.	3 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	5 cars
PLAIN RED GUM	
4/4" No. 1 Com. & Btr.	3 cars
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	2 cars
8/4" No. 1 Com. & Btr.	2 cars
CYPRESS	
4/4" No. 1 Shop	2 cars
ELM	
6/4" No. 2 Common	1 car

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8/4" 1s & 2s, 6 mo.	1 car

8/4" No. 1 Com., 6 mo.	1 car
6/4" Com. & Btr., 4 mo.	1 car
SOFT MAPLE	
6/4" Log Run, 6 mo.	1 car
RED OAK	
4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

Specializing in

Quartered Red Gum!

SAP NO DEFECT

Regular Widths and Lengths

4/4" F&S	6 mos. dry	87,000'
4/4" No. 1 Common & Selects	6 mos. dry	163,000'
5/4" F&S	5 mos. dry	83,000'
5/4" No. 1 Common & Selects	6 mos. dry	48,000'
6/4" F&S	6 mos. dry	94,000'
6/4" No. 1 Common & Selects	7 mos. dry	63,000'
8/4" F&S	7 mos. dry	137,000'
8/4" No. 1 Common & Selects	6 mos. dry	33,000'
10/4" F&S	8 mos. dry	81,000'
10/4" No. 1 Common & Selects	8 mos. dry	64,000'
12/4" No. 1 Common & Selects	8 mos. dry	64,000'

The Mossman Lumber Co., Inc.

4/4"-8/4"-10/4" L. R.	50,000'
COTTONWOOD	42,000'
4/4" Log Run	56,000'
CYPRESS	70,000'
6/4" Shop & Btr.	15,000'
4/4" Com. & Btr.	46,000'
ELM	35,000'
4/4" Log Run	16,000'
PLAIN RED GUM	40,000'
4/4" No. 1 Common	150,000'
4/4" No. 2 Common	75,000'
4/4" No. 3 Common	30,000'
4/4" Log Run	150,000'
QUARTERED RED GUM	100,000'
4/4" No. 1 Common	100,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

PLAIN SAP GUM	1s & 2s
5/4" No. 1 Common	1s & 2s
4/4" No. 1 Common	1s & 2s
PLAIN RED GUM	1s & 2s
4/4" No. 1 Common	1s & 2s
5/4" No. 1 Common	1s & 2s
QUARTERED RED GUM	1s & 2s
4/4" No. 1 Common	1s & 2s
5/4" No. 1 Common	1s & 2s
6/4" No. 1 Common	1s & 2s
8/4" No. 1 Common	1s & 2s
ELM	Log Run
10/4" No. 1 Common	Log Run
12/4" No. 1 Common	Log Run

Memphis Land & Lumber Co.

803-4 CENTRAL BANK BUILDING

QUARTERED WHITE OAK	6/4" No. 1 Common	90,000'
4/4" No. 2 Common	8/4" 1s & 2s	13,000'
5/1" No. 1 Common	4/4" No. 1 Common	15,000'
5/1" No. 2 Common	5/4" 1s & 2s	30,000'
6/4" No. 1 Common	5/4" 1s & 2s, 12-14 1/2"	11,000'
6/4" No. 2 Common	5/4" No. 1 Common	30,000'
PLAIN OAK	5/4" No. 2 Common	30,000'
4/4" No. 1 Com., Red	5/4" No. 3 Common	75,000'
4/4" No. 2 Com., Red	6/4" 1s & 2s	30,000'
4/4" No. 3 Com., Mixed	6/4" No. 1 Common	20,000'
4/4" Sd. Wmy., Mixed	6/4" No. 2 Common	70,000'
QUARTERED RED GUM	8/4" No. 2 Common	30,000'
5/4" 1s & 2s	ROCK ELM	
5/4" No. 1 Common	5/4" Log Run	45,000'
6/4" 1s & 2s		

Bellgrade Lumber Co.

PLAIN SAP GUM		
5/8"	No. 1 Com. & Btr.	100,000'
3/4"	No. 1 Com. & Btr.	100,000'
3/4"	No. 2	50,000'
4/4"	No. 1 Com. & Btr.	200,000'
4/4"	No. 1 Common, 12" & wider	50,000'
4/4"	No. 2	150,000'
5/4"	No. 1 Com. & Btr.	50,000'
5/4"	No. 2	75,000'
PLAIN RED GUM		
1/2"	No. 1 Com. & Btr.	25,000'
3/4"	No. 1 Com. & Btr.	60,000'
4/4"	F&S	75,000'
4/4"	No. 1 Common	200,000'
4/4"	No. 2 Common	150,000'
8/4"	No. 1	20,000'
BLACK GUM		
4/4"	No. 1 Com. & Btr.	13,000'
QUARTERED RED GUM		
4/4"	No. 1 Com. & Btr.	250,000'
4/4"	No. 2	25,000'

5/4" No. 1 C.&B.	37,000'
10/4" No. 1 C.&B.	25,000'
12/4" No. 1 C.&B.	30,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	150,000'
6/4" No. 1 Com. & Btr.	80,000'
8/4" No. 1 Com. & Btr.	150,000'
10/4" No. 1 Com. & Btr.	100,000'
12/4" No. 1 Com. & Btr.	100,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	150,000'
3/4" No. 1 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	250,000'
4/4" No. 2	200,000'
4/4" No. 3	200,000'
PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'
QUARTERED RED OAK	
4/4" No. 1 Com. & Btr.	200,000'
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Btr.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Ready for Prompt Shipment

200,000 feet 5/4 No. 1 Common
and Better Plain Sap Gum

SEND US YOUR INQUIRIES FOR

Southern Hardwoods

Baker-Matthews Lumber Co.

COTTONWOOD		HACKBERRY	
4/4" Box Bds., 13" & up	30,000'	4/4" Log Run	48,000'
4/4" Box Bds., 9-12"	12,000'	LOCUST	
4/4" 1s & 2s	80,000'	4/3" Log Run	25,000'
4/4" No. 1 Common	200,000'	QUARTERED WHITE OAK	
4/4" No. 2 Common	200,000'	4/4" 1s & 2s	30,000'
4/4" No. 3 Common	10,000'	4/4" No. 1 Common	45,000'
8/4" Dog Boards	70,000'	4/4" No. 2 Common	20,000'
QUARTERED RED GUM		QUARTERED RED OAK	
6/4" No. 1 Com. & Btr.	30,000'	4/4" 1s & 2s	8,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 1 Common	20,000'
QTD. RED GUM, S. N. D.		PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	15,000'	3/4" 1s & 2s	20,000'
6/4" No. 1 Com. & Btr.	140,000'	3/4" No. 1 Common	20,000'
8/4" No. 1 Com. & Btr.	40,000'	4/4" No. 2 Common	20,600'
10/4" No. 1 Com. & Btr.	30,000'	PLAIN RED OAK	
PLAIN SAP GUM		3/4" 1s & 2s	30,000'
4/4" 1s & 2s	30,000'	3/4" No. 1 Common	30,000'
4/4" No. 1 Common	200,000'	5/8" No. 1 Com. & Btr.	17,000'
5/4" No. 2 Common	60,000'	5/4" No. 1 Common	50,000'
5/4" 1s & 2s	100,000'	5/4" No. 2 Common	40,000'
5/4" No. 1 Common	180,000'	PECAN	
		8/4" Log Run	57,000'

Mark H. Brown Lumber Co.

MEMPHIS YARD			NEW ORLEANS		
4/4"	1s&2s, 6-9", 8-10"	3,000'	4/4"	1s&2s, 6-10", 8-10"	25,000'
4/4"	1s&2s, 6-9", 8-10"	4,500'	4/4"	1sts & 2ds, 6-10", 12-16"	7,100'
4/4"	No.1C, 6-9", 14-16"	2,000'	4/4"	1sts & 2ds, 6-10", 18-20"	4,000'
4/4"	No. 1 C., 10" & up, 8-16"	2,500'	4/1"	1s&2s, 6-7", 8-16"	14,500'
5/4"	1s&2s, 5-9", 8-16"	21,000'	1/1"	Strips, 2 1/2 x 5 1/2", 8-16"	3,600'
5/3"	1s&2s, 10" & up, 8-16"	300'	5/4"	1s&2s, 6-10", 8-16"	6,000'
5/4"	No. 1 C., 10" & up, 8-16"	3,700'	5/4"	1sts & 2ds, 6-10", 18-20"	1,200'
5/4"	1s&2s, 12" & up, 8-16"	4,000'	6/4"	1sts & 2ds, 6-10", 8-16"	3,800'
6/4"	1s&2s, 6-9", 8-16"	18,000'	8/4"	1s&2s, 6-10", 8-16"	26,900'
6/4"	1s & 2s, 10" & up, 8-16"	3,500'	8/4"	1sts & 2ds, 6-10", 12-16"	38,220'
6/4"	1s & 2s, 12" & up, 8-16"	2,000'	8/4"	1sts & 2ds, 6-10", 18-20"	8,000'
8/4"	1s&2s, 6-9", 8-16"	21,000'	10/4"	1sts & 2ds, 6" & up, 8-16"	15,800'
8/4"	No.1C, 6-9", 8-16"	6,000'			
8/4"	1s & 2s, 10" & up, 8-16"	6,100'			

Dudley Lumber Company

INCORPORATED

HARDWOODS

MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

5/8" No. 1 Com. & Sel. Qtd. White Oak	200,000'
5/8" No. 1 Com. & Sel. Plain Red Oak	300,000'
3/4" No. 1 Com. & Sel. Plain Red Oak	250,000'
5/8" No. 2 Com. Plain Red Oak	300,000'
5/8" No. 3 Com. Plain Oak	200,000'
10/4" Log Run Elm	150,000'
3" Log Run Elm	200,000'

SOUTHERN
HARDWOOD LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISSISSIPPI

Two Band Mills

BARR-HOLADAY LUMBER CO.

MANUFACTURERS OF
High Grade Southern Hardwoods

SALES OFFICE BAND MILL
GREENFIELD, O. LOUISE, MISS.

Partial List of Dry Stock

QUARTERED WHITE OAK	12/4" Bridge Plk..... 1 car
4/4" Fas 1 car	4/4" Sound Wormy... 5 cars
4/4" No. 1 Com..... 1 car	HICKORY
QUARTERED RED OAK	8/4" Log Run 3 cars
4/4" Fas 2 cars	10/4" Log Run 1 car
4/4" No. 1 Com..... 2 cars	QUARTERED RED GUM
PLAIN WHITE OAK	5/4" Fas 1 car
4/4" Fas 1 car	5/4" No. 1 Com..... 2 cars
4/4" No. 1 Com..... 3 cars	4/4" No. 2 Com..... 2 cars
10/4" No. 1 C & B... 1 car	5/4" No. 2 Com..... 1 car
PLAIN RED OAK	PLAIN SAP GUM
5/8" Fas 1/2 car	5/4" Fas 1 car
3/4" Fas 1 car	5/4" No. 2 Com..... 1 car
4/4" Fas 2 cars	4/4" No. 1 Com..... 3 cars
1/2" No. 1 Com..... 1/2 car	ELM
4/4" No. 1 Com..... 5 cars	6/4" Log Run 2 cars
5/4" No. 2 Com..... 1 car	12/4" Log Run 2 cars
10/4" No. 1 C & B... 2 cars	6/4" No. 2 Com..... 1 car

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the lumber business

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Hardwood Record
Chicago

THE LARGEST
HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
HARDWOOD COMPANY**

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON, MISSISSIPPI

SUPPLY YOUR NEEDS

ASH · HICKORY · TUPELO · CYPRESS

HARDWOOD RECORD

is the only exclusively hardwood journal published, therefore it serves the hardwood industry best.

TALLAHATCHIE LUMBER CO.

Manufacturers

BAND SAWED
HARDWOODS

155 Madison Ave., Memphis, Tenn.

"The Different Kind"

Our system of treatment and handling prevents stain and warp and produces Gum lumber that is *Bright, Straight* and *Flat*.

None genuine without the brand



THE KRAETZER-CURED
LUMBER CO.

Greenwood, Miss.

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The Brand of Quality

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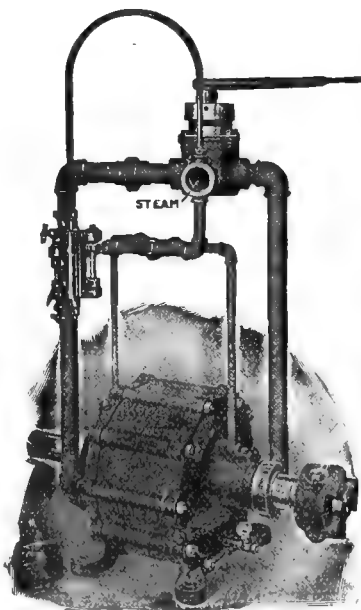
Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN



On the SAWYER

depends the get-
ting out of lum-
ber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut
more lumber
with the same
payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

P. J. Lawrence Lumber Company

SALES OFFICE:

Syndicate Trust Building
SAINT LOUIS, MO.

*Southern Hardwoods,
St. Francis Basin Red Gum,
Soft Arkansas Oak,
S. E. Missouri Soft Maple*

Satisfied customers have caused us to enlarge our operations. Our greatly increased timber holdings and modern logging facilities will enable us to furnish even a more complete and satisfactory service, while our experienced organization will continue to handle your business in the same prompt and efficient manner as in the past.

We are in position to quote on any factory or yard stock you may require in Southern Hardwoods.

MILLS:

Sparkman, Arkansas; Fisk, Missouri;
Armored, Arkansas



Hardwood Record

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H. F. Ake, Secretary-Treasurer

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Telephone : Harrison -8087



Vol. L

CHICAGO, APRIL 10, 1921

No. 12

Review and Outlook

General Market Conditions

IT IS HARD TO CONVINCE A MAN whose outgo is less than his income, i. e., cost of production exceeds the selling price for what goods he moves, that business is showing any improvement. Indeed, it probably is not well to attempt such an argument, for it can hardly yet be said that what change has appeared is sufficiently concrete to be classed as an improvement. Rather it might best be stated as a promise of better business, for its first effect will be stability, after which a firming up in prices and a new status in general will follow. An analysis of the market is especially difficult today, because of the great inconsistency in the experiences of individuals and firms. A man's version of the swing of affairs is tempered by his financial condition. Thus, while he may actually have received an increase in orders, with a decline in price concessions to his customers, if he is up against it financially it is difficult for him to glean a fair measure of optimistic thought, even from the improved appearance of his order books. Similarly, a man who is well entrenched financially will possibly get a disproportionate amount of hope from an even less noticeable change for the better for his orders. Striking an average, by thus allowing for extreme cases, there is reason to believe that the discernible increase in business has been sufficient to check the utter demoralization in prices, which has, of course, not been checked completely, for distress stocks have continued to come into the market. But in the main buyers have evidenced a slowly developing conviction that hardwood lumber can safely be bought in reasonable quantities and are recovering in a conservative but noticeable way.

It is not safe to arbitrarily argue that prices can not go any lower, because they are now showing less than cost of production. Two months ago it was believed that the low market had been reached, and yet the progress downward has been consistent since then. Still there is more reason to believe that the extreme low limits have been sounded than existed prior to now.

While quite a number of companies may have so far weathered conditions, others are finding the continued strain almost unbearable, while some others were compelled to cut up logs to prevent their total loss and are anxious to sell rather than to strike out for new buying channels. The fact remains that almost the entire current production of hardwoods is forced entirely by an accumulation of logs and that the operations depending upon this source will not last for more than a few weeks at the most. One fact must be given

definite credit, that is, the extreme and growing scarcity of upper grades. This was indicated first by the unreasonable spread between FAS and common; secondly, by actual figures of mill stocks. Many lists which show well over a million feet of oak will show less than a carload of dry FAS, nor is there any expectation that this percentage will be increased during the current year as the logs that are now being manufactured have deteriorated to a great extent because of their exposure, and the percentage of upper grades they will produce must without question be extremely low. Any buyer who has the opportunity of accumulating FAS lumber either for present or future needs can show his wisdom no better than to place his orders now. Nor must the influence of this upper grade situation on the succeeding grades be overlooked.

The present condition of upper grades has an immediate potential effect of great importance on common and a lesser degree, as one goes down the list, on the other grades. The fact is there is a basis for serious consideration as to whether or not No. 1 common at present is a better buy, considering the great disparity in prices and the close similarity in their utility. As supporting this thought is the fact that one of the great lines of industry, which ordinarily consumes large quantities of this lumber, is now showing definite signs of improvement, and the pressure for further expansion is so tremendous that resistance can not long hold. We refer to the building business, which, according to March figures, is showing up in better shape in most sections. In fact, labor now seems to be the principal obstacle in the way of development, as producers of building material other than lumber have evidently seen the light, or have been compelled by common opinion to reduce their selling price. Labor is holding out steadfastly in most important centers, but it is quite likely that the man who really wants to build can materially reduce his labor cost by judicious handling of that item of the work.

However, that man is in the best position whose avenue of sales carries him into a varied line of industries, as at present there is considerable inconsistency in conditions in the various stable lines. At present a slightly better tone is noticeable in building products and automobiles, and possibly to a lesser extent in furniture, whereas manufactories of farm equipment are practically at a standstill. The farmer's general use of modern farming appliances is of such recent beginning that he still remembers how he produced successfully without many of the conveniences now widely considered essential. Thus he is falling back upon his former experiences

APR 13 1921

and is making some of his old equipment do in place of new purchases. In the aggregate, though, it develops that shipments and orders are still holding their own without production. In fact, figures for a month's period up to March, 1921, show that with a representative listing of mills both shipments and orders were substantially above total cut. This is not at all strange, although the fact that concrete figures can be offered to substantiate the claim might probably be a surprise to many, who because of the great laxity in business have come to consider it purely from the actual rather than the comparative standpoint. That leaves an outstanding consideration that all men interested in lumber either from a buying or selling standpoint must bear in mind, namely, that production has been gradually receding from its fixed high point and must without question develop along a rapidly declining curve for the balance of the year. On the other hand consumption has established a practically low level with a tendency now towards an enhanced curve. Prices can not do more than effect a steadily increasing stability until those two lines approximately meet, at which time prices must regain sufficient position to show a fair profit on production. This contention is supported by the record of FAS hardwoods, the prices of which are far out of line with markets on other grades, simply because, while demand for all woods is very low, the supply of FAS is lower than demand. Therefore what sales as are made bring in good returns.

Prices and Conservation

ONE OF THE MOST STRIKING TRUISMS relevant to the question of forestry of this country originated with a trained forester whose sense of practical values caused him to always consider that the extent of forestry development in any region is dependent upon economic conditions underlying the merchandising of forest products. The version of this forester has been: "That forestry is best which pays best."

There have been other foresters of ability whose theoretical training was beyond criticism, but who were unwilling to admit the truth of this quotation and were not able to place the theoretical and sentimental considerations of forestry development on the solid foundation of common sense and economic practicality. Their opinions have been overthrown by the record of forestry in this country and conversely the version of American forestry as tersely expressed in this saying has been borne out literally by results since the birth of the movement. Without the application of pronounced socialistic doctrines, doctrines which would confiscate private timberlands and compel their operation under the direction of the rankest theorists, regardless of whether or not such regulation would fit economic conditions, nothing even approximating the programs advocated by the theorists and sentimentalists, whose voices were heard loud and often in the beginning of the forestry movement, could possibly have been accomplished.

And yet we need to apply the beginnings of a common sense forestry program which will give full and fair consideration to practical phases of the case; which will recognize that the fallen, dead twigs of a tree have no commercial value in this country

whereas they are systematically gathered in Europe and there justify a forestry culture almost as intensive as the culture of the finest hothouse flowers. We need a forestry program which will limit the experiments in the development of selective cuttings and other advanced silvicultural programs to those forests which represent a long time investment, namely, government preserves, where the problem is not entirely one of maintaining an industry in the face of keen competition, but has linked with it sentimental and aesthetic considerations. The lumbermen, in fact, are eager to support any common sense forestry program which will give them the consideration to which they are entitled.

But, can the lumberman be blamed for insisting that forestry legislation must not be so much a burden upon him as to threaten the very existence of lumbering, the third largest American industry? It is not conservation to leave thousands of feet of gum logs in the woods to rot, but on the other hand, it is rank and unjustified extravagance to bring those logs to the mill then to produce lumber from them and put it in pile at a cost of from five dollars to fifteen dollars a thousand feet more than the product would sell for. It is not conserving our forests to cull out all but the best oak logs, but when it costs fifty dollars to bring logs to a central point like Memphis, manufacture them and pile the lumber, with a selling price that returns thirty to thirty-five dollars for the full product of the log, the sentimental phases of conservation must be suspended.

While the consuming industries have justifiably evidenced great interest in the conservation of forests, they obviously can not be expected to pay more for lumber merely in the interest of conservation. At the same time the consumer's interest in conservation is vital and genuine and his future is clearly linked with efforts in this direction. He should therefore realize that the principles he is now advocating are seriously jeopardized by the prices he is willing to pay for the product of the forest.

The point of this editorial is that the progress of forestry development is and always will be parallel with normal markets. When the utilization of this or that forest product can not be accomplished at a profit, it will not be effected. In direct converse ratio to the declining curve of supply of virgin stumpage will come an inclining curve of lumber values. As this incline develops so will develop conservation and applied forestry. Today it avails nothing to conserve a foot of by-product when the principal product does not command on the open market even its cost of production.

That forestry is and always will be best that pays best.

Hardwood Case Postponed

A WIRE RECEIVED FROM WASHINGTON, D. C., at the hour of going to press, announced that the rehearing of the American Hardwood Lumber Manufacturers' Association case had been postponed by the Supreme Court until October 10.

The Supreme Court has had the association's appeal under advisement several months, and only recently called for a re-argument.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago,

Motion Study as a Basis of Correct Cost

By J. C. Bohmker

Manager of David Bradley Mfg. Works, Bradley, Ill.

(Continued from March 25 issue)

There are many wage payment plans in operation, but the one we shall deal with is straight piece work. The time study remains the same in all cases. If once the correct production value, or time, is established, any payment plan can be applied. The writer has used many different plans, but after some years of operation of the several plans finds the straight piece work the most convenient on account of its simplicity of operation and the ease of application by the worker. The premium or percentage plan of payment, as a rule, is looked upon with suspicion because of the mathematical calculations involved. The workman feels that because of his inability to follow the method of conclusion, the whole thing is humbug and merely a means of fooling him. The straight piece work plan, if properly applied, will yield excellent results and makes for nonfluctuating costs. Once piece work is established on all piece parts and assembly operations, material and overhead must be kept within maximum limits.

The woodshop department has an order to make a certain quantity of piece part No. 6500-A; it is found that no piece work price on tenoning operation No. 5 is in force. The piece work rates department is notified that a price on this operation is wanted. The rate setting department, with the assistance of the foreman, lays out, or plans, for the best method of handling the work. A sketch is made as required, in space provided on time study or observation sheet as a reference for the next setting up should there be something particular or out of the ordinary about the operation. As in the case of the part in question, some support must be provided to prevent tenon breaking out.

For convenience of comparison, we show on Fig. 8

(Time Study Sheet) the component time of the operation, also the time of complete operation. The component time is the time actually required to pick up the piece from truck, lay on table; next screw down clamp. The operator may perform some unnecessary motions between the time of placing the piece on table and screwing down clamp; no note is made of this motion or time, the object being to determine the minimum time. We pass on to next motion and so on until operation is completed, noting the time by stop watch, making as many observations as may be considered necessary on the individual motions to arrive at a fair average for each. We then add the minimum time. The total thus found is not the time the operator can maintain, but it represents the true production time with all losses or waste motions eliminated.

Influence of Kind of Work

It depends entirely upon the nature of the work as to how much of the minimum time the operator can maintain. So we make a careful analysis of the machine and material to be handled, and from this are able to establish some relative factor which must be added to the minimum time so that he can maintain a steady production, without undue fatigue.

This factor we shall name "fatigue factor." It changes with the different operations and materials involved. For the operation under discussion, we have adopted 25 per cent, which represents a fair average for this particular kind of work. One may find in some instances that the fatigue factor will vary from 15 to 50 per cent, depending, as already mentioned, on the class of work, materials and machinery. The addition of the fatigue factor to the minimum time in minutes represents our new

TIME STUDY		PIECE PART NO. 6500A																										
		OPERATION NO. 5																										
		OPERATION Tennon																										
		NAME OF PART Leg																										
DEPT. 12 MACHINE NO. 415		IMPLEMENT Table- Model "S"																										
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M406 SM 10-20 F. P.																												

Fig-8

total and is converted from minutes into hours of standard time per 100 pieces, and from it is derived the standard production of pieces per hour, by dividing the 100 pieces by the time in hours—

$$\frac{100}{.665} = 150 \text{ Pcs.}$$

Because of the fact that a man works piece work he is entitled to some consideration, i. e., he should receive some definite amount over what he is making working day work. This we shall name the "Piece Work Factor." This is also expressed in percentage and is usually accepted as 25 per cent and is added as shown, making his total piece work time .831 hours. The operator's rate being \$.60, the helper's \$.50 per hour, these rates multiplied by the hours .831, gives \$.50 and \$.416 per 100 pieces respectively, allowing for fractional parts of a cent.

Time for Operation Study

The time required to make a complete operation study is arrived at as follows: The watch is put on the moment the man moves to pick up the piece from truck and noted when he lays it on the truck, again after having performed the operation and is .4685 min. as compared with .3185 min. for minimum time for the component method. We find, by carrying out the process of calculation, (same as for the component time) that the difference between the two methods is .394 min. or 47.5 per cent. This may seem out of reason-

Stl.#1	439A
DIMENSION	
7/16" Rd. x 9 3/4"	

DESCRIPTION Spring Rod

DEPT.	OPERATION	MACH. No.	DATE	PER 100	DATE	PER 100	DATE	PER 100
14	A Cut	3		.026				
13	B Head & Flatten	25		.26				
13	C Bend	17		.05				
13	D Set Cold	10		.06				
10	E Drill	92		.20				
10	F Point	76		.035				
10	G Thread	78		.10				

Fig. 8A

able proportion to the uninitiated but is not at all uncommon. More glaring examples than this have come to the writer's attention and demonstrate the necessity for careful motion or time study. Try it and learn how efficiently you are conducting your business. You will meet with many surprises and wonder why you hadn't discovered it before. Much can be done in this work to make the selling price such that it will meet competition and is the logical and correct means of attack when required to analyze cost for competitive reason. We have already alluded to this in our introductory remarks.

The rate setter must be sufficiently conversant with manufacturing and machinery so as to be able to tell at a glance whether machine is properly placed with respect to the work, whether running slow or too fast, whether jigs or patterns can be arranged or rearranged to do the work in a more thorough and efficient manner. He must also be in position to detect false motions purposely introduced by the operator. If the Time Study is made correctly, all waste motion eliminated, no "pace setter" is required, since the

-Daily Time Ticket-

DEPT. 14A CLOCK NO. 1475
DATE 12-9-20 TOTAL HOURS 9

ACCOUNT	ORDER	CAT. NO.	OPERATION	PROD	RATE	D. W.	EARNINGS
385		9990A	Punch 4	183	.47		79
386	NA37	1108A	Set Mach 3 hole		.45		45
385		1108A	Punch 3	900	.12		1 08
386	NA38	1476A	Set Mach 2 holes		.36		36
385		1476A	Punch 2	1300	.09		1 17
386	NA37	6376A	Set Mach 3 hole		.45		45
385		6376A	Punch 3	650	.11		72
							5 00

FORM 420 15M 1-21 F P FOREMAN **Fig-9**

method makes it a standard for the average man by the introduction of the fatigue factor. Base rates are arranged or classified according to the nature or importance of the operation, the machinery and skill required to do the work. A very good plan is to first of all go over the operations and machinery and assign to it an hourly rate, i. e., what it is worth to you or what is the customary wage scale for that particular work, requiring a higher priced man to operate a shaper than a rip-saw.

Piece work should be extended to as many operations and conditions as possible and can be applied quite satisfactorily to such operations as setting up, changing and sharpening knives, trucking, sweeping, filing saws, in fact most any kind of work and is more cheaply performed when put on piece work—provided the basis or study upon which the piece work price is fixed—is correct. The shop department is supplied with a record of the piece work rates and operation of the piece part on Fig. 8-A. The time keeping department sends to shop department every pay period a statement of day work and piece work (Fig. 11), so that the foreman may see how he stands compared with other departments. This does much to create enthusiasm. Should a foreman find it necessary to have a rate changed, he will make out a request for change of rate (Fig. 12). He will not call for a change unless absolutely necessary. Since he is required to give his estimate of output, he will study the operation pretty thoroughly and make as few requests as possible.

The recording of the time and checking of the production is next in order. The time is recorded on Time Ticket (Fig. 9) and

DATE 12-14-20 DEFECTIVE WORK REPORT NO 246
PART NO 398A MATERIAL 3 1/4 + 23 1/2 - Stl #2A
QUANTITY ORDERED 900 PCS QUANTITY DEFECTIVE 120 PCS.
OPERATION DEFECTIVE Punch Rd hole MADE IN DEPT 13 BY CLOCK NO 1307
DETAILED REPORT OF DEFECTIVE WORK REPORTED BY K. Erickson

Rd hole is off 1/2" from pattern
Due to carelessness of Punch Operator #1307

LABOR COST OF REWORK HRS .6 : .42 SHOP TIMEKEEPER 2 Morris
LABOR COST. \$.42 REWORK IN DEPT 13 CHARGES TO ACC 13113
MATERIAL COST. \$ 1307 ERROR MADE IN DEPT 13 CHARGES TO CLOCK NO 1307
DEDUCTED FROM CLOCK NO 1307 TOTAL COST OF ERROR. \$.42
PAY PERIOD 12-15-20 : .42 APPROVED Q minor
TIMEKEEPING DEPT Q minor APPROVED Fig-10
MS07 1M 1-21 F P

STATEMENT OF DAY AND PIECE WORK		
Mr. <u>F. Williams</u>		
Dept. <u>10</u> PERIOD ENDING <u>2-9-21</u>		
DIRECT LABOR		98.4 % PIECE WORK
DAY WORK	PIECE WORK	95.5 % STANDARD
<u>27.5</u> Hrs.	<u>1676</u> Hrs.	2.9 % INCREASE
		% DECREASE
INDIRECT LABOR		15.6 % of Total Hrs.
DAY WORK	PIECE WORK	15.0 % STANDARD
<u>315.8</u> Hrs.	— Hrs.	.6 % INCREASE
		% DECREASE
DIRECT AND INDIRECT		83.0 % PIECE WORK
DAY WORK	PIECE WORK	81.0 % STANDARD
<u>342.3</u> Hrs.	<u>1676.1</u> Hrs.	2.0 % INCREASE
		% DECREASE
Your Dept. Ranks <u>7</u>		
Remarks <u>Watch indirect Hours</u>		
Form M396A IM 12-20 F.P.		

the production on Production Sheet (Fig. 6). Time tickets are turned in daily and production sheets whenever a job is completed. The production sheet shows the amount to be made or amount started through; the different operations making up the whole must for each operation, equal the original amount, less the quantity that became defective in the course of the various operations. If the defective parts or pieces are to be reworked no work can be performed unless a defective Work Report (Fig. 10) is made out and order issued by the office to repair or rework defective material or part. Should the defective work, for any reason, pass on to completion and be found by Inspector, he will make out Defective Work Report and charge all of the accrued labor for the different operations to the operator who performed the last operation on same. In this manner, each man will become an inspector, refusing the work if defective, for if he accepts he makes himself liable for the preceding labor cost or charges. In extreme cases where it can be proven that material is spoiled beyond recovery, both labor and material is charged to the operator.

EDITOR'S NOTE A second article by Mr. Bohmker will appear in an early issue.

Northern Wholesalers Hopeful

A sober realization of the seriousness of prevailing conditions with no attempt to ignore unpleasant things, but backed up by conservative, honest hopefulness, characterized the regular meeting of the Northern Wholesale Hardwood Lumber Association held at the Milwaukee Athletic Club, Milwaukee, Wis., on Friday, April 1. The meeting was essentially for the purpose of airing the experiences of the members, who, through very highly developed sales organizations are in close contact with the buying as well as the manufacturing elements. The entire session, in fact, was given

over to talks by members representative of different sections in the territory covered by the association membership.

Among the speakers was C. P. Crosby of Rhinelander, Wis.; Mr. Booram, of Minneapolis, Minn.; H. C. Humphrey, Appleton; A. H. Ruth, Chicago; Ted Jones, of Minneapolis, president of the association. By special invitation, E. W. Meeker, editor of Hardwood Record, Chicago, gave a talk on conditions in the southern hardwood field, showing the causes which have contributed to the dullness of the market and the unstable prices of southern hardwoods.

There was no attempt to be unduly optimistic in any of the reports, members realizing, however, that things have been at about as low an ebb as it is possible for them to reach. The outstanding fact which the members took away with them is that production is established, that is, its volume is now at the maximum for the current year and will unquestionably go off with more or less rapidity. On the other hand consumption has established its lowest point and is now showing a discernible tendency toward expansion on a very gradual but conservative and safe basis.

It developed in the discussion that many of the important northern mills were really shutting down or planning to shut down as soon as the present supply of logs on hand were cut up and that the supply of logs this year will be greatly below normal.

President Jones presented some illuminating facts and figures in a paper he read, especially tending to show a comparison in stock conditions and markets with those prevailing in the early part of 1919. While admittedly the underlying influences are not analogous, Mr. Jones maintained that here is an encouraging significance in the similarity of figures. He said the supply of hardwoods in the hands of the northern mills January, 1919, was the largest ever known up to that time, but that January 1, 1921, found 10,000,000 to 15,000,000 feet more on hand. Against this the members of the wholesalers association have 22,000,000 feet less than Jan. 1, 1919, so that the actual amount is probably slightly less than it was January 1 two years ago.

He then went on to sketch the extreme depression and the overwhelming stocks in the hands of consumers in the former year, and said that today it is all in the producer's hands, whereas in 1919 and 1920 it was in the hands of both the consumer and the producer. He also referred to the blackness of things in general during the 1919 depression and led up to the sudden break which came in May, which by January 1 reduced a great over-abundance to such an extent that the northern hardwood stocks available represented the smallest visible amount in history. He especially dwelt on the fact that there was an immense supply of common

M394 IM 12-19 F.P.		PIECE PART NO
REQUEST FOR CHANGE OF RATE		8762A
NAME OF PIECE <u>Frame & Pole Plate</u>		
IMPLEMENT USED ON <u>#5 Cotton Planter</u>		BOL NO <u>19311</u>
QUANTITY MADE YEARLY <u>2400</u>		
PRESENT RATE \$ <u>42</u> PER 100 PCS. <u>Bending Hot</u>		
PRESENT RATE WAS SET DATE <u>2-10-18</u>		
FOREMAN'S ESTIMATE OF OUTPUT PER HOUR <u>105</u> PCS		
REASON FOR REQUIRED CHANGE		
<u>Extra Clamp placed on Bulldozer Die to hold work more secure while bending</u>		
FOREMAN	DEPT	MANAGER
	<u>13</u>	<u>Fig-12</u>

grade in the consumer's hands at that time, and today, according to Mr. Jones, there is only half as much of FAS birch, about half as much No. 1 and No. 2 common, about sixty per cent more No. 3 common than in the beginning of 1919. He said that actually there is today less hardwood lumber in the country than at any time during the last eight years, and that the producer and jobber have practically all of it, the consumer contenting himself with buying merely to cover immediate requirements.

Wholesalers Re-elect McClure President

National Association Considers Railroad, Financial and Industrial Problems of Country at Optimistic Two-Day Convention in Chicago

Expressing their gratification for the indispensable service rendered by their association at every turn of the stressful period of enormous inflation and tremendous deflation, which marked the past association year, the members of the National Wholesale Lumber Dealers' Association, in twenty-ninth annual convention assembled, re-elected John W. McClure of Memphis, president, and with him the other executives of the organization.

The members were also moved to this expression of appreciation of the management of their association during the past year by the report that the association enjoyed the largest increase in membership of any previous year, while at the same time maintaining inflexibly the high standards demanded for admission. The membership, according to the report of W. H. Schupner, secretary, started the year just concluded with 482 members, 84 new members were admitted, six were reinstated, eight members went out of business and 17 resigned, leaving 541 members, or a total gain of 59. This gain was largely in the central west and south. Mr. Schupner complimented F. L. Brown, Chicago, chairman of the membership committee, for this splendid showing.

The convention was held at the Drake Hotel in Chicago, March 29 and 30, and was attended by over 300 members and guests. The annual banquet, held the evening of March 29, was attended by several hundred members and their wives, and was in keeping with the magnificence of the Drake Hotel ballroom in which it was held. At this brilliant social event, President McClure presided as toastmaster, and an address was made by John H. Kirby, president of the National Lumber Manufacturers' Association, on "Our National Duty," and Henry R. Rathbone of the Chicago bar and formerly president of the Hamilton Club of Chicago spoke on "America—Its Duty and Destiny."

During the two-day session the wholesalers carefully reviewed the operations of their association, considered methods of improving its service during the foregoing year, and deliberated upon the outstanding political, social and economic problems of the country,

which have direct bearing upon the welfare of their business, and in the solution of which they felt that they should take some part.

These deliberations resulted in resolutions applying to the railroads, to national finance and taxation and the national industrial structure. In regard to railroads they demanded in one resolution that the Adamson Act be repealed, to "allow the railroads to function without restriction by the government," favoring "government supervision, but not government control;" and in another resolution petitioned "the President and Congress of the United States to repeal such legislation as prevents or restricts the carriers from making individual contracts and adjusting their rates of pay and individual service with their employees, and that pending such legislation, the President of the United States urge the Labor Board to abrogate the so-called National Agreements."

Should Revise Rail Wages

The "whereases" introducing this latter resolution were as follows:

WHEREAS, in September, 1916, the so-called Adamson Law was enacted hurriedly and necessarily without proper investigation, and under threat of strike, ostensibly as eight-hour legislation, which increased the wages of railroad employees and operating expenses of the carriers approximately one hundred million dollars per annum, and took from the managers the control of their labor; and,

WHEREAS, subsequently the Government took over the operation of the roads and vested them in the control of a Director General, who encouraged the railroad employees to seek increase in wages and the non-union employees to join Unions, and further granted increases in wages to railroad employees amounting to hundreds of millions of dollars; and,

WHEREAS, subsequent legislation and the so-called National Agreements have further heavily increased operating expenses and have prevented proper recognition of constantly changing costs and conditions of labor, with the result that the carriers are now compelled to pay much more than is paid for similar classes of work in other industries, and have prevented the carriers from securing proper efficiency and curtailing expenses, and have further prevented the carriers from adjusting their rates of pay and making individual contracts with their own employees to the extent of forcing some of the roads into the hands of Receivers, with others also threatened with bankruptcy; and,

WHEREAS, in justice to the great body of labor and employers in outside industries, the wages of railroad employees should also be revised; Now, therefore, be it, etc."

With regard to Federal taxation it was recommended that the excess profits tax be repealed, that the sur-tax be revised as recommended by the association's legislative committee, and that a Federal tax law "that is more feasible and more equitable and just than our present law," be enacted.

It was further resolved in regard to Federal taxation that provision should be made for "the adjustment of net losses . . . in the form of an amendment to the Revenue Act of 1918, and made effective with respect to the taxable year 1918 and each subsequent year.

As to another phase of national finance, the association indorsed "the passing of a National Budget Law, which will place our government on a real economic and business-like basis."

Another resolution made the striking recommendation, following the suggestion of the legislative committee, "that our cabinet membership be increased to carry with it a Secretary of Industry, whose duty it will be to further the interest of industry."



John W. McClure

Officers Re-elected and Trustees for Term Expiring 1924

Officers

President	John W. McClure
First Vice-President	W. H. Schuette
Second Vice-President	H. W. McDonough
Resident Vice-President	F. F. Perry
Treasurer	Henry Cape
Secretary	W. W. Schupner
Traffic Manager	W. S. Phippen

Trustees

Gilbert L. Hume	Suffolk, Va.
Frederick Cleveland	Albany, N. Y.
Dan McLachlin	Arnprior, Ontario
T. B. Hammer	Philadelphia, Pa.
G. F. Kerns	Chicago, Ill.
J. W. McClure	Memphis, Tenn.
H. W. McDonough	Boston, Mass.

Inter-Association Arbitration

By another resolution the plan of the Inter-Association Arbitration Committee, was adopted in its entirety, which means the inclusion of the compulsory clause "shall arbitrate."

This adoption was made according to the recommendations of the association's arbitration committee, presented by J. B. Montgomery, chairman.

This resolution further provided for approval of the full report of the arbitration committee, in which report was the recommendation that the membership of the committee be increased by two and that "the rules of the arbitration committee be so amended that all claims in the amount of \$100 or less may be referred to one arbiter for adjustment. The committee was urged to "proceed to use their best efforts to bring about the matter of Inter-Association Arbitration."

With regard to the use of one arbiter for small claims the committee felt that this means of economizing time was practicable because the members of the association undoubtedly have sufficient confidence in one another to submit small differences to any one arbiter that might be selected. The committee pointed out, in making the recommendation that under the old method just as much time must be spent and as many persons be involved, on a small claim as on a large one.

Horace F. Taylor of Buffalo was chairman of the resolutions committee and had with him the following: Charles Hill, New York; E. H. Burgess, Chicago; W. R. Butler, Boston; W. G. Power, Canada; C. V. McCreight, Pittsburgh; C. H. Barnaby, Greencastle, Ind.

Several other resolutions other than the ones referred to above were introduced and adopted, and these will be mentioned farther on in this report of the convention.

President McClure's Address

The address with which President McClure opened the convention at 10 o'clock on the morning of March 29 expressed the spirit of hopefulness, the feeling of confidence and the sturdy resolve to push forward against all the bitter obstacles of this trying epoch, with which the members of the National Wholesale Lumber Dealers Association had rallied to Chicago.

"We find ourselves today at the ebb-tide after a struggle against forces more potent than any which we have ever faced before," said Mr. McClure, stating in continuance that "we have the satisfaction of knowing that our industry as a whole has not only survived the ordeals of both prosperity and adversity in a creditable manner, but we are fortunately in the strongest position perhaps of any of the basic industries of our country, barring none.

"Lumber values, under the spur of intensely competitive conditions, which are essentially a part of our industry," Mr. McClure asserted, "have adjusted themselves more readily to the changed conditions than is the case, perhaps, with other important commodities. He stated, however, "that undoubtedly the pendulum has swung too far and prices have declined to a point below the values justified by reduced cost experience under the new normal conditions."

Looking into the future he said that "this is a situation which must right itself in time and even a slight increase in the present demand will be reflected quickly in a greater degree of stability in the market. Fundamental conditions indicate that we are now on the threshold of a change for the better, with an upward tendency in demand and a strengthening in values. This process of improvement will undoubtedly be slow and gradual in the beginning, gaining momentum and force as the months go by. We can congratulate ourselves that our feet are now on solid ground; that

we are safe and sound after the sudden fall which our industry recently suffered, and that we have a future which holds for us great promise of rich rewards for those who have the faith to look upward and the stamina to push forward."

Proceeding to the questions of governmental extravagance, the inflated and exorbitant state of railroad costs and railroad rates, and the housing problem, Mr. McClure said in connection with this latter that "the fact that lumber has led the industrial field in meeting readjustment conditions is greatly to the credit of the industry." He further said that "as soon as the other elements of cost, including labor and other building materials, follow the example of the lumber industry, a long step toward the solution of this vital problem (the housing problem) will have been made."

Discussing association matters, Mr. McClure said that there had been a suggestion that a branch office be located in Chicago for facility in serving the membership of the association in this territory, particularly in traffic matters and perhaps in information service. This, he said, was a matter "for future consideration, and as this section presents a rich field for membership resources, which has yet been scarcely touched, it is not beyond the bounds of possibility that a further considerable growth in membership in this direction may warrant and support the additional expense involved in the maintenance of such a branch."

The Secretary's Address

The report of Secretary Schupner dealt largely with the service activities of the association, showing what indispensable and effective service such departments as the credit bureau, the collection and adjustment department, arbitration and the transportation bureau, together with opinions on commercial disputes, have rendered to the members during the past year of constantly fluctuating and always precarious conditions. Especially did he dwell on the advantage gained from the Credit and Collection Departments when the whirlwind of deflation struck the country and the financial status of nearly all business concerns was rapidly readjusted. Through this department the members of the National Wholesale Lumber Dealers Association were enabled to follow the changes in financial rating of their customers and reduce their losses and mistakes to a minimum. In this connection Mr. Schupner said "there have been

some failures and there will be more, but so far they have occurred almost altogether in a class that developed from the war—opportunists, many of them were—who started with little capital but because of rapidly advancing prices could do business profitably, but succumbed when their capital and experience were insufficient to meet reverse conditions. On the other hand established and conservative customers foresaw the inevitable turn and prepared themselves accordingly."

Considerable time was given during the afternoon session of March 29 to the national forestry policy question, resulting in the adoption by the association of a resolution indorsing the idea of a constructive forestry policy and recommending that the trustees see to it that the association and its members are kept in touch with the progress of national forestry movements.

This action followed after consideration of a resolution from the resolutions committee that the Capper bill be condemned and the study of the Snell bill be recommended, and resolutions introduced from the floor having the effect of indorsing the Snell bill. After discussion the members decided that a definite commitment should be left until they have had additional time to consider the problem.

A report on the forestry policy was made by J. Randall Williams, Jr., chairman of the Forestry Committee, and an address was delivered by W. L. Hall, former assistant U. S. Forester and Secre-



W. W. Schupner, Secretary

tary of the Central States Forestry Conference, called "The National Forestry Policy." Mr. William's report reviewed the work of the National Forestry Committee, which resulted in the introduction of the Snell bill in the last Congress. After contrasting the Capper bill and the Snell bill, Mr. Williams said that the National Forestry Program Committee in furthering the Snell bill "endeavored to consider the practical side of the question and the importance of the lumber manufacturers' experience and point of view; bearing in mind that regulations are inevitable they have endeavored to formulate a working policy that will get the support and co-operation of the timber owner and lumber manufacturer." He said the Snell bill would be re-introduced in the next Congress and urged that the wholesalers indorse its passage. After the discussion, however, he put the motion which put the association of record as recommending the careful study of the forestry movement and a constructive forestry policy.

Mr. Hall made an eloquent exposition of the merits of the Snell bill, contrasting it with the Capper bill. He likened the co-operation provided for by the Snell bill to that which prevails between the states and the Federal government in agricultural education and extension. He declared, however, that this forestry plan is an improvement on the agricultural plan, because it takes into consideration co-operation with the individual (the lumberman and timber land owners) also. "May we not look forward to the highest development of the co-operative principle here in the field of forestry?" he asked.

Mr. Hall said the lumber interests could not afford to ignore the forestry movement because of the danger that "if the lumber industry ignores the situation and holds aloof from the movement some scheme of drastic control will be shaped up wholly outside the industry and imposed upon it, possibly by those who are not even sympathetic with it. There is a real basis for this viewpoint," he said. "There is real ground for apprehension. . . . For the safety of the industry, it is necessary to direct the movement along practical lines and with fairness to all interests concerned."

The Uniform Order Blank

Considerable discussion was given to the question of a uniform order blank and uniform terms of sale, following a report on this subject by F. S. Underhill, chairman of that committee. Mr. Underhill reported progress and the committee, together with manufacturers and retailers representing other associations, was in session throughout the convention. But they were unable to complete their labors and it was decided that the work should be continued during the ensuing year.

During the first morning of the convention the members listened to a most interesting address from Ernest T. Trigg of Philadelphia, president of the National Federation of Construction Industries, on the building question. Mr. Trigg said that his organization, which deals with the large general problems affecting the construction industries, was now working on the problem of reviving construction. Investigations are being made in localities throughout the country by which it is hoped to ascertain the facts of building costs and other conditions and thereby arrive at a "new normal." The public can then be advised what this is and through this encouraged to build. This investigation he said would, where deflation has not been made, result in its being carried out. He mentioned building labor as one element of cost that has not been deflated generally. "The public expects a reduction in building labor costs," he said. This reduction has already taken place in some localities and he said his organization hoped that there would be a broad general deflation, which would do more than anything else to show what the new normal is and start building.

The financial present and prospect was envisaged by J. W. O'Leary, vice-president of the Chicago Trust Company, who said that the darkest hour of the financial depression had passed and a speedy restoration of good business might be expected, provided all elements involved dedicated themselves to co-operation and hard work. "A lot of people," he said, "are not doing their part in the readjustment and on them rests the responsibility for delay. We must insist on everybody doing their part."

"Governmental deflation is one of the important matters that must be attended to," he continued. "The financial outlook is good if the one hundred and ten millions of people in the United States and the people of the rest of the world accept their responsibility and work for the correction of their troubles instead of fussing over incidentals." If the new Congress spends its time on investigations, scandal and politics we will have a serious time bringing about the adjustment, but he said that he was convinced that if Congress should realize its opportunity and for even so short a time as ninety days concentrate on the restoration of world peace, refunding of the war debts and revision of taxes a sound foundation could be established for return to normal conditions. Congress should permit business to correct its own ills, for it will not have time to run business if it attends properly to its own business.

"The Railroad Problem."

Under this topic R. M. Calkins, vice-president of the Chicago, Milwaukee & St. Paul railroad, closely examined the present condition of the railroads and declared that they must have more freedom from government control if they are to adjust themselves to the demands of the new order of things. The control of rates by the Interstate Commerce Commission and the fixing of wages by the Federal Labor Board virtually ties the hands of the carriers, he said, standing in the way of that flexibility that is needful to the adjustment to continually changing conditions. The railroads, he said, earned only 3.3 per cent instead of 5.5 on their capital investment the first four months of last year under the new high rates and with a large volume of tonnage, and this year, with practically no tonnage, God only knows what they will get. Rates are about as high as they can ever be pushed in this country, he said, and obviously the only remedy is the reduction of costs. The most important phase of this is the cost in rail wages, as labor absorbs 70 per cent of operating costs. Labor must stand its share of the reduction, he said.

He said that the commodity movement was already improving and that if the carriers were permitted to make proper adjustments this would be fostered.

The association confirmed the action of the trustees in electing Eugene Franklin Perry, former secretary, to the created post of resident vice-president and also endorsed the publication of a handsome memorial of their appreciation of Mr. Perry's twenty-three years of zealous and successful service. This was a hand-lettered booklet, bound in brown limp leather and embossed with Mr. Perry's name. The subject matter of the booklet was a glowing eulogy of Mr. Perry's faithfulness, ability, personal likeableness.

Invitations were received by the governor of Louisiana, the mayor of New Orleans, presidents of the chamber of commerce and board of trade to hold the next convention in the southern metropolis. This was referred to the trustees.

Short Lines

The following two other resolutions were adopted by the association:

That our Railroad and Transportation Committee confer with Bird M. Robinson, President of American Short Line Railroad Association, and the Interstate Commerce Commission, urging joint rates with short line common carrier railroads, so as to place lumber, bark, pulp-wood and other forest products originating on such short line roads, on a more equal freight rate with like products originating on main line railroads.

Revision By-Laws

That the incoming administration appoint a committee to completely revise and re-write our By-laws, including a provision for a mail vote of the members, where and when circumstances seem to warrant, and to report at the next annual meeting.

Chicago Office Opened

An important feature of the recent expansion of the Leland Stave Company, Leland, Miss., into the Leland Stave & Lumber Company was the opening of a branch office in Chicago on April 1, at 1039 Marquette building. The company changed its name after having increased its capital and prepared to extend its merchandising field. The Chicago office has been placed in charge of Curtis W. Parham, who has been traveling representative of the Darnell-Love Lumber Company since he was honorably discharged from the army. Prior to this country's entrance in the World War, when he enlisted in the service, Mr. Parham had been with the Lamb-Fish Lumber Company at Charleston, Miss.

Socialistic Trend Is Attacked

Speakers at Third American Lumber Congress Demand Return to Original Concept of Americanism, Answer Challenge to Private Property Rights, and Denounce Government Invasion of Private Business

Socialism, paternalism in government, government operation and control, as exemplified in the railroads and the merchant marine, in fact, every condition or thing in the country that challenges the right of private property, would unduly shackle individual freedom and hamper private business initiative in its lawful enterprise, came under vigorous attack during the sessions of the Third American Lumber Congress on Thursday and Friday, March 31 and April 1, at Chicago in the Congress Hotel.

These sessions, which were dynamic with the spirit of old-fashioned, self-reliant Americanism, were presided over by John Henry Kirby of Houston, Texas, who on Wednesday, March 30, the day preceding the opening of the congress, had for the third time been elected president of the National Lumber Manufacturers' Association, under the auspices of which the Congress is held.

The attacks on the evils enumerated were made by such speakers as Patrick H. Kelley, United States Congressman at Large from Michigan, speaking on "Problems Before Congress;" the venerable Leslie M. Shaw, former Secretary of the Treasury under Roosevelt, under the topic "Vanishing Landmarks;" George Wilder Cartwright, former State Senator of California, on "The Preservation of Industrial Peace," and the distinguished former U. S. Senator from Texas, Joseph W. Bailey, who delivered a stirring address on "The Government of the United States," at the annual dinner, which was held in the Gold Room of the Congress Hotel, the evening of the first day of the Congress.

They preached the doctrine of the sturdy Americanism that wrought a world power out of a vast wilderness. They denounced the puling spirit that would have government perform those services rightly within the province of courageous, intelligent private enterprise, and that would put a premium upon indolence and wastefulness by paternalistic legislation. They warned the lumbermen that the destructive doctrines of socialism have made powerful inroads in the governmental, educational and industrial institutions of the country, and called on them to arouse themselves, to interest themselves more and more in public affairs, and by the right kind of propaganda fight this pernicious permeation. It is only by the alertness and the industry of the right thinking Americans that the original and real American character of the nation can be preserved, they said. Senator Bailey declared that there could be no temporarizing with socialism and that it must be fought and stopped at every effort to extend its sway. Mr. Shaw called attention to the fact that George Washington and the other framers of the Constitution created a Republic and not a democracy, and that when writing into the Constitution the provision that every citizen has the right to "Life, liberty and pursuit of happiness," they intended that a man should pursue happiness, not have it handed to him by the government. Government, he declared, can not go into business, competing with its citizens without abridging this inalienable right to achieve. Government must foster, but not father industry, he said. "When the government protects your life and your liberties, it has got quite a job. Bills have been introduced into Congress," he continued, "to guarantee employment whether you want it or not, to guarantee wages whether you earn them or not, and when you get old, with no property, everything gone and you are poor, 'come and we will put you on the honor roll along with the boys who fought in Flanders; we will give you an old age pension.'"

If this tendency to paternalistic government is pursued, he said, the time, will come when the government "will come around each morning with a nursing bottle and each of us can have four draws."

Mr. Cartwright said it was a grave error to think that the condition of the small man, the poor man, can be improved by pulling down the big man, the rich man. "Sympathy doesn't solve the problems of the world; we must have reason and action based upon sympathy. Reformers have made a mistake of trying to reform men at the top. They have been legislating the business man out of his business and the laboring man out of his job."

He believed that all difference between capital and labor could be ironed out by intelligent deliberation. "The time has come to figure out our differences and not to fight them out. Why should employers and employees quarrel about wages? Wages are a scientific proposition. Wages either too high or too low mean ruination and when the working men and their employers come to understand this they will figure out wages."

After having discussed the ills that have resulted from Government operation of the railroads and control of other industrial and business groups, Congressman Kelley declared that "this is the time of all times when the business world of this country must set its face against the Government going into all these kinds of business."

Government Operation Fallacies

He then disclosed the amateurish methods of Government operation of the Merchant Marine, characteristic of which mismanagement was the lack of a central purchasing department, the master of each of the 1,200 ships in the fleet being permitted to do his own purchasing. And this in the face of the fact that ships were operated under contracts giving a certain percentage of the gross return to the operator, while the government paid the cost of operation. The trouble with government operation is inherent, he explained, "you do not appoint men to govern because of special technical ability. They go in for other reasons, but get their salaries just the same."

These are the high lights of the Congress, but considerable time was also devoted to matters of direct relation to the Congress and the lumber industry, such as the annual report of Dr. Wilson Compton, secretary manager of the National Lumber Manufacturers' Association, an address by W. A. Gilchrist, chairman of the subcommittee on waste prevention and Utilization, on "Prevention of Waste in Lumbering," and the report of the resolutions committee, of which Charles S. Keith was chairman.

These resolutions demonstrated the attitude of the Congress toward such subjects as foreign trade, the national debt, the abolition of government control, Federal taxes, the Federal Reserve Board, the railroads and the revision of the tariff. In composite they may be said to have been directed to the end of arresting the invasion of business by government, of obtaining the maximum of freedom for business, curing governmental extravagance and restoring the normal processes of industry and commerce.

Other resolutions dealt with strictly lumber or association matters, such as the resolution defining terms of sale, and recommending its adoption by the regionals; and the resolution commending the "publication of lumber statistics of cuts, shipments and orders furnished by the regional associations and by the bureau of economics of the national association."

This resolution appears to be of more than passing importance, inasmuch as, after having uttered the above commendation, it "recommended that this work be extended and developed so as to include reliable data as to stock of each species, by sizes and grades, and the prices thereof, compiled from actual sales. That

this information be widely and promptly distributed to the public and to the industry, including both buyers and sellers, and that all producers of lumber be urged to diligently assist in this undertaking."

It is presumed that this will meet all governmental objections to compilation and exchange of price and other statistical data on lumber, by virtue of the fact that the statistics will be as free and as accessible as the market quotations that daily appear in the press on such commodities as wheat, cotton and livestock.

Resolutions Adopted

The substance of the eleven other resolutions adopted is as follows:

1.—That the Department of Commerce of the present Administration be commended for its express policy of fostering foreign trade relations; that its proposed plan be prosecuted with all possible haste, in order to assist in relieving the stagnation of American industry by developing new markets for its potential surplus production.

2.—That Congress be petitioned to fund the national debt with a bond issue bearing low rates of interest, tax free provisions, and amortized over a period of 30 years or more.

3.—That in the immediate future all such government control and unlimited regulation of business, as required by the exigencies of the war, be abolished in order that American business may resume its progress unfettered by these unnatural, uneconomic and impassable barriers.

4.—That Congress as soon as possible remove the blighting hand of government control and operation and that the government dispose of its interest in the fleet of the American Merchant Marine, either by sale or lease to private American operators, to be operated in the interest of America.

5.—That Congress be petitioned to repeal the excess profits tax, reduce the excessive surtaxes and increase the normal income tax to provide the necessary income.

6.—That Congress be petitioned to enter upon a campaign of governmental economy, eliminate all unnecessary bureaus, commissions and other government agencies which were absorbing the national income and hampering the business of the nation, and confine their expenditures to those administrative activities which are necessary to national welfare.

7.—That Congress undertake studies designed to result in a proper limitation of the power of the members of the Federal Reserve Board, in order that its exercise be confined to such use only as may be in the interest of all the people.

The introduction to this resolution declared that whereas the Federal Reserve System was designed to meet national financial emergencies, and while this system has demonstrated the wisdom of its creation and should be continued, the great power reposing in the men appointed to its controlling board can be used against the public interest and has been so used in the national deflation of commodity values in order to reduce the high cost of living for labor, as a result of which deflation through credit restrictions has cost the American people in the last ten months in commodity deflation as much as the nation's entire contribution to the cost of the world war.

8.—That Congress repeal at the earliest possible moment the Adamson railroad labor act, abolish the U. S. Railroad Labor Board and abrogate national agreements, all of which are in operation in opposition to the public interest. This because cheap freight rates and efficient service, upon which the life of the nation's commerce depends, are impossible until

the railroads are given relief from the hampering conditions of government control and national agreements.

9.—That the Congress do promptly whatever it is going to do in the way of tariff enactment, in order that business may speedily learn what to expect and know where to put its feet and when to move forward.

10.—That the railroads, the Interstate Commerce Commission and Congress give immediate and careful consideration to the advisability and practicability of the suspension for a period of sixty days of the increased rates on lumber granted under Ex Parte 74, in order to promote the movement of lumber; and that if practicable such suspension be immediately made.

This resolution was adopted on the information from the National association's traffic expert, Mr. Carnahan, that such suspension had been made by a certain railroad in regard to another commodity in order to facilitate movement.

Terms of Sale Code

11.—The following is the complete text of the resolution applying to terms of sale, which was introduced by Edward Hines, through Mr. Keith:

WHEREAS, The committees of the National Retail Lumber Dealers' Association, the National Wholesale Lumber Dealers' Association and the National Lumber Manufacturers' Association, have conferred on the question of terms which would be fair and equitable and most to the interest of manufacturers of lumber and purchasers from them, to the end that such terms may be recommended for use to the members of the three associations, and

WHEREAS, The said committees have recommended the following terms to their respective associations:

Freight net cash. The amount of invoice less freight paid is subject to the following settlements:

(a) Cash less 2 per cent if paid within five days after arrival of car as shown by date on expense bill.

(b) Net if closed within five days from arrival of car, by note or trade acceptance, due ninety days from date of invoice and bill of lading.

(c) Invoice not discounted or closed by acceptance is met and due in 60 days from date of invoice and subject to sight draft 65 days after date of invoice.

It is agreed: (1) Failure to ship this order within () days from date shall give the buyer the option to cancel, but this agreement shall not be construed to constitute cancellation without request in writing, received by seller from buyer (five) days prior to shipment and order is not subject to cancellation before expiration of the due date, as shown above, nor of special stock in process of manufacture, without the consent of the seller. (2) That contents of car shall be unloaded upon delivery. (3) That seller shall be notified

promptly in case of complaint on grade or tally, and contents held for a reasonable time at seller's expense and disposition. (4) That official inspection according to established grading rules specified of the species described herein shall govern unless otherwise agreed or adjusted. (5) That hardwood shall be held intact unless otherwise agreed. (b) That buyer may use any part of a shipment (except, see No. 5 herein), and in such case shall pay at invoice price for all that part used. (7) That remainder of shipment shall be held intact for official inspection or adjustment. All lumber determined to be up to grade shall be paid for according to invoice price; stock below grade to remain property of seller unless otherwise agreed. (8) In case any official inspection shows material to be not more than 5 per cent off grade, or if tally is not short more than 1 per cent of invoice quantity, it shall be deemed an acceptable shipment on contract, and all costs of such inspection shall be paid by

There Is No Other Mortal World to Jump To.

Yet it's hard not to have moments of ultra-indigo depression, when we regard the world as a squeezed orange and want to chuck it out the window.

Mister Gloomy Gus has certainly been having his innings, with his cousin, Mister Lugubrious Blue, pinch-hitting for him.

For nearly a year business has been on the toboggan. Order-taking has replaced salesmanship. Confidence has been taking a vacation. We haven't made peace with Germany. Hell is popping in Ireland. The outgoing Administration has been damned, the incoming questioned. The whole world has gone to pot.

Has it? It has NOT!

But what's to be done?

Tell everybody that trade is rotten? Continue attempting to do business on inflated inventories? Go on cussing Congress? Lie awake nights thinking up new alibis? What? Not much!

Here's the answer: FAITH!

Faith in yourself; faith in your country and its institutions; faith in the eternal rightness of things; faith in your product. The boom days are over—we're down to bed rock, now. Take your inventory loss on falling prices, thanking God it's no greater. Realize that there is a new buying public, circumspect and cautious, which must be SOLD—not merely have its order taken. Sit tight! Saw wood! HAVE FAITH!

And then—it's Spring! Wash the windows. Get a new broom and sweep the steps. Get out in the sunshine. A new deal—a new deck—and—

She's a bully old world, after all.

Roy H. Jones—

Manufacturers
of
SOUTHERN HARDWOODS

Ash
Poplar
Red Gum

Mixed Oak
Elm

Sap Gum
Soft Maple
Tupelo

CUMMER LUMBER COMPANY

SALES OFFICE:
280 MADISON AVENUE
NEW YORK, N. Y.

MAIN OFFICE
JACKSONVILLE, FLORIDA

the buyer; otherwise costs shall be paid by the seller. (9) Disputes arising which are not covered by official inspection may be submitted for arbitration.

Government tax and any advance in freight to be paid by buyer; any reduction to be credited to buyer. This order is contingent upon strikes, acts of God and causes beyond buyer's or seller's control. * * *

This order is taken subject to acceptance or rejection by seller's home office at within days from date of receipt hereof, to be forthwith confirmed to buyer. Now therefore be it

Resolved, That said recommendation and the said terms are hereby recommended to the regional associations for approval and for such voluntary, individual adoption and use thereof as may be made by lumber manufacturers, members and subscribers of such associations, and others.

"Pressing Industrial Problems"

In an address under the above caption Magnus W. Alexander, director of the National Industrial Conference Board, explained to the lumbermen how this board is assisting American industry in the solution of its problems by the searching out and compilation of statistics showing the actual facts of a given problem. The board is the research laboratory of American industry, he said, and its duty is to ascertain facts. It maintains at all times a neutral position, confining its operation to the presentation of facts, upon which others may then formulate their judgments. He showed how this works out in the matter of wage disputes, if, for instance, it should be in a case where the wages are to be regulated upon the level of the cost of living. The employees may claim that the cost of living is one thing and the employers another. Here the board steps in and furnishes the statistics which will demonstrate what is really the cost of living.

Another interesting example was cited in the case of the immigration question, about which there has been much debate in Congress, resulting in bills to absolutely shut off immigration, or to confine it to certain definite restrictions, such as provided for in the Dillingham bill. Mr. Alexander said that by getting at the facts the National Industrial Conference Board had uncovered several glaring fallacies in the reasoning of the Federal legislators and had demonstrated that restriction of immigration as to quality and not

quantity is really needed. One legislator had made the assertion that if barriers were not placed against immigration six or seven millions of Europeans would pour into the country in the next year or so. By ascertaining the available bottoms for the conveyance of immigrants to this country the board found that should all the available ships be used for this purpose and should each ship rush back for a new load of immigrants as fast as one load could be debarked not over one million immigrants could be brought into the country in the time stated by the legislator. The Dillingham bill, he said, purposed to keep out the undesirables by permitting only a certain percentage of the total of each foreign nationality in the country to enter over a certain period. The board's investigations had shown, he said, that this would actually increase the undesirables and bar out the desirables. The board found that 60 per cent of the immigrants coming to this country at present are women and children, who have little influence on the labor market, and that there is no possibility of a glut in the labor market such as the Dillingham bill proposes to prevent. As a matter of fact, many able bodied male foreigners are emigrating and are depleting the labor supply. There is room for many more able bodied male European immigrants and their coming should be encouraged.

These instances were typical of the manner in which the board may assist American industry and the Congress to avoid error and make the correct diagnosis of a problem which they may be seeking to solve.

"Prevention of Waste in Lumbering"

In his address under this head, Mr. Gilchrist made a comprehensive survey of the logic of waste prevention and utilization, appealing to the lumbermen to support the activities of the Waste Prevention and Utilization department of the National Lumber Manufacturers' Association. "This activity can progress," he said. "This activity will return enormously upon the investment, and I direct your attention to the economics of the situation, viz.: that we all recognize that there exists about the majority of our plants a

(Continued on page 47)

Proposed Hardwood Sales Code

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting at the Hotel Gayoso, Saturday afternoon, April 2, by unanimous vote, authorized the Sales Code committee of this organization to launch a vigorous publicity campaign designed to bring about adoption by the National Hardwood Lumber Association of the Sales Code which was, by a similar vote, approved by the club at its meeting March 19.

This action followed a report by John W. McClure, chairman of the inspection rules committee of the association, that the board of managers and the inspection rules committee of the latter, to which the Sales Code was submitted during the week, had declined formal action thereon on the ground that it represented a departure from the regular activities of this organization and that, for this reason, it must be submitted to the entire membership for a vote at the forthcoming annual of this body. The Sales Code was laid before the two committees of the association at Chicago by Mr. McClure and by Earl Palmer, a former president of the organization and one of its prominent members. Mr. Palmer had not returned to Memphis at the time of the meeting and no report had been received from him up to this writing. Mr. McClure indicated, however, that, although the inspection rules committee did not take formal action, the sentiment of every member of the committee present was strongly in favor of the code as presented.

The report made by Mr. McClure April 2 paved the way for formal announcement of the adoption of the Sales Code and of the campaign to be launched in favor of its adoption by the association.

The Sales Code committee is composed of J. H. Maassen, Chicago Lumber & Coal Company, chairman; T. E. Sledge, May Brothers, and H. W. Baker, Baker-Matthews Lumber Company, all of Memphis. Mr. Sledge stated at the meeting Saturday afternoon that the committee proposed to have the code printed in pamphlet form for distribution to each member of the National Hardwood Lumber Association in the immediate future and that a letter was in preparation which would accompany the code, urging each member to vote in favor of its adoption at the forthcoming annual at Philadelphia in June and inviting each to submit any criticisms or suggestions that might occur to him. The committee believes it can answer any reasonable criticisms or objections that may be made and that, by answering these and by conducting a vigorous campaign in behalf of the code, secure its adoption on the floor of the convention. In any event, this is the plan the committee will pursue and it is quite clear that the club, through this committee, will make an energetic effort to eliminate what trade abuses may yet remain in the hardwood lumber industry. The need for such a code has been emphasized by the flagrant cancellations and other practices which have characterized the present period of depression.

The committee feels strongly that the Sales Code is both necessary and desirable and is emphasizing, in its letter to members of the association, that it is fair alike to "consumers, yards, retailers, wholesalers and producers." In this connection, it may be stated on the authority of the chairman of the Sales Code committee that no effort will be spared that promises to contribute in any degree to the success of the movement which is now fairly launched and

Editor's Note: In explanation of the fact that this story did not appear in the March 25 issue of HARDWOOD RECORD, we will state that the code was adopted at the March 19 meeting of the Lumbermen's Club of Memphis and has been in the hands of HARDWOOD RECORD's correspondent since then, but that the members of the sales code committee and officials of the club specifically requested that press representatives withhold all publicity relative to the code itself or the contemplated activity of the organization in its behalf until the instrument had been submitted, as a matter of courtesy, to the inspection rules committee of the board of managers of the National Hardwood Lumber Association. HARDWOOD RECORD has carefully observed this request.

which is certain to grow in strength and intensity as the annual of the association approaches.

The full text of the Sales Code follows:

All quotations, orders, acceptances and contracts covering the sale of forest products containing the clause "SUBJECT TO THE INSPECTION RULES, REGULATIONS AND SALES CODE OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION" shall be governed and controlled (with such exceptions as are specifically made in writing) by the following:

SALES CODE

CONTINGENCY CLAUSE:

All contracts are made under a "contingency clause," which exempts delays in fulfillment of contracts that are caused directly by fires, floods, strikes, inability to secure cars, delays of carriers, disasters of Nature or acts of God. Either party claiming privileges under this clause, if called upon to do so, must fully substantiate the validity and correctness of his claim.

QUOTATIONS:

(1) Quotations made ("subject to the inspection rules, regulations and sales code of the National Hardwood Association") and accepted by the buyer without reservation will be binding on each, buyer and seller.

(2) When, in telegrams, the words ("National Code") are used, it shall be construed to mean ("subject to the inspection rules, regulations and sales code of the National Hardwood Lumber Association").

(3) All quotations are made subject to prior sale, immediate acceptance, change without notice and credit approval by the seller.

PRICES QUOTED DELIVERED:

The term ("F. O. B. DESTINATION") or ("FREIGHT ALLOWED DESTINATION") includes only the lawful line haul published freight rate in effect on date of quotation. All switching charges, demurrage and other terminal charges at point of destination, and all tax and duty assessed by municipality, state or government on freight or goods to be paid by the buyer. Any increase in rate of freight made effective between date of quotation and shipment shall be borne by the buyer; likewise, any decrease shall be credited to the buyer.

ORDERS AND ACKNOWLEDGMENTS:

(1) An order from a buyer is to be recognized only as a part of the contract and should show in writing the terms of payment and conditions governing the order. Where the buyer fails in this, if the seller's home office accepts the order, such order is binding only as to quantity, kind, grades and prices. If seller's written quotation specifies terms of payment and other conditions, then such quotation is to be binding as to terms and conditions governing the order. In the event such quotation does not specify terms of payment and conditions, then the seller's acknowledgment, stating such terms of payment and conditions, is to be recognized as the other part of the contract.

(2) A MINIMUM CARLOAD of lumber shall be construed to mean a car loaded to not exceeding 10 per cent above the minimum weight as required by the initial transportation line, figured at weights published by the National Hardwood Lumber Association.

(3) A CARLOAD of lumber shall be construed to mean a car loaded to not less than minimum weight, and it may contain up to the capacity of the car it is loaded in.

(4) Where a specified number of feet is ordered to go into one car, the seller is obligated to load the amount specified, with variation allowed of not over 10 per cent.

(5) Where an order calls for a specified number of feet to be loaded in more than one car, the seller is privileged to load more or less of the required amount in the last car to complete the order in carload lots. Either buyer or seller is privileged to call the order complete when less than a carload remains unshipped. If the last car to complete the contract causes the total amount shipped to exceed the amount specified in the order, then said last car must not be over a minimum carload except by mutual agreement.

(6) Prompt shipment shall mean within thirty days from date of seller's acknowledgment.

DELIVERY AND DELAY:

Signed bill of lading by a common carrier shall constitute delivery. Seller does not insure or guarantee the buyer against delays or damage in transit.

UNLOADING AND INSPECTING:

(1) On arrival of shipment at destination, buyer shall unload car and pay the freight. Payment of the freight or invoice shall not be considered as an acceptance of the shipment, nor shall such payment forfeit the rights of the buyer to enter complaints and make corrections.

(2) In the event of a difference on grade and (or) shortage in measurement, the buyer shall hold the entire shipment intact, properly protected, and file with the seller detailed report showing his measurement and inspection and complaint, if any, within five (5) days after receipt of ship-

ment. This condition is a substantial requirement of the contract and buyer's failure to comply with same waives absolutely his right to any claims whatsoever.

(3) When the seller receives such detailed report, he binds himself to handle promptly and shall offer the buyer adjustment on the lumber in question or may order Official National Hardwood Lumber Association Inspection. If adjustment is offered and buyer and seller cannot agree, then the seller shall make application to the National Hardwood Lumber Association for Official Inspection, and the Certificate of Inspection on the material in question shall be final and binding as a basis of settlement between buyer and seller. Buyer shall accept and pay for all material up to grade and all the lower grades not in excess of 5 per cent of the amount up to the grade, and shall pay for such degrade at the current market prices at the time of sale. All degrade in excess of 5 per cent shall be held as the property of the seller, subject to his disposition. Where Official Inspection is made as stated, party most in error shall pay all expense of such inspection.

(4) Where Official Certificate of Inspection issued by a licensed inspector of the National Hardwood Lumber Association accompanies invoice, same shall be final basis of settlement between buyer and seller.

TERMS AND CREDIT:

(1) If, after an order is accepted, the financial responsibility of the purchaser becomes impaired or unsatisfactory to the seller, the seller may demand cash payment, with discount, or satisfactory security.

(2) No discount allowed on freight, whether or not paid.

(3) Any settlement tendered by the buyer as payment, whether or not same specifies settlement in full, may be credited on buyer's account. Acceptance or use of settlement so tendered will not constitute full settlement nor be binding on the seller if unauthorized deductions have been made.

CANCELLATION:

When orders are given and accepted under this sales code, both buyer and seller bind themselves to the strict fulfillment of the contract, and no order shall be cancelled except by mutual consent, except that the buyer may cancel an order if not shipped within the time specified in the seller's acknowledgment; provided, however, that buyer shall accept any shipment loaded, or in process of loading, at time notice of cancellation is received at SHIPPING POINT, and evidence showing date when the lumber was loaded in car or when the same began to be loaded shall be furnished the buyer. Should the buyer fail to exercise his privilege to cancel as noted, then the order is to remain in full force and effect.

OBJECT AND PENALTY:

The object of this sales code is to eliminate trade abuses by protecting each, the buyer and the seller, in a fair and impartial manner, and, in the event of a controversy, to have arranged a way for prompt adjustment. It is recognized by the trade that many different customs and practices at present prevail for the adjustment of differences arising between buyers and sellers of hardwood lumber, and it is the purpose of this code to eliminate all doubt and misunderstanding from the situation and to supply a definite, uniform and equitable method for arriving at such adjustments.

If any member of the National Hardwood Lumber Association declines to recognize this sales code after agreeing to be governed by it, the secretary is authorized to drop such member from the roll on receipt of evidence of the repudiation of such agreement.

If any buyer or seller not a member of the National Hardwood Lumber Association declines to recognize this sales code after agreeing to be governed by it, space shall be reserved in the Association Official Bulletin for listing all such named, giving the actual facts.

The letter to each member of the association accompanying the code is presented herewith:

This Club's attention has been repeatedly called to unsatisfactory adjustments of differences arising in the sale of its forests products, and we have adopted the above SALES CODE, which is, we think, equally fair to consumers, yards, retailers, wholesalers and producers.

There is nothing in this sales code which in any way changes or alters the rules and regulations of the National Hardwood Lumber Association now in effect, and no member will be compelled to use this sales code unless he so desires, but it is a basis on which to adjust honest differences that may arise between parties who have agreed to abide by same. You will note that we have not included terms of payment and discounts, as we feel that this should be left to the individuals.

This sales code will be submitted to the membership of the National Hardwood Lumber Association at its annual convention to be held at Philadelphia, June 8-9, 1921, to be voted upon, and, if passed, to be incorporated in the rule book of the association for use of such members as care to make use of it. If, after you have carefully considered this sales code, you approve of it, this committee will appreciate your advising it to that effect, and also whether or not you will go to Philadelphia and vote for same.

We invite correspondence from members as to any features to which they may object, and, failing to receive a reply from you to this letter, we will be compelled to follow up until we get a reply. SO KINDLY SAVE US AS MUCH POSTAGE AND DELAY AS POSSIBLE.

(Signed) SALES CODE COMMITTEE.

J. H. MAASSEN, Chairman.



THE Long-Bell Lumber Company puts its trade-marked name on its lumber products so that all who buy them may know who made them. This is nothing more than modern merchandising, a service rendered to consumers in the form of a buying guide.

Oak, Gum, Poplar, Ash and Elm in commercial sizes are produced by the Long-Bell Lumber Company for manufacturers for a great variety of purposes. Immediate shipments can be made.

The Long-Bell Lumber Company
RA LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Oak, Gum, Poplar, Ash and Elm Lumber; Southern Pine Lumber and Timbers; Creosoted Lumber, Timbers, Posts, Poles, Piling, Ties, Wood Blocks; California White Pine, Sash and Doors. Standardized Woodwork; Oak Flooring.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE
N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS
GEO. A. BAKER
HOTEL CODY

MAHOGANY

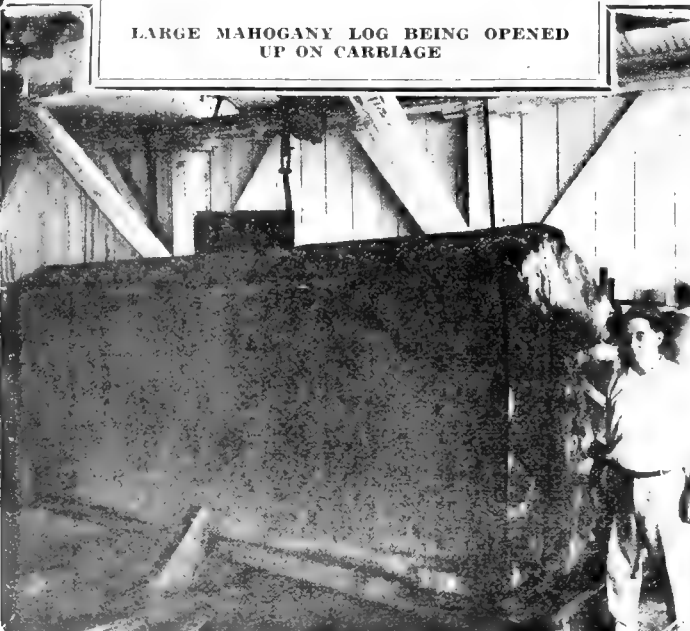
OFFICES AND WAREHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



News from the National Capital

General L. C. Boyle, attorney for the lumber interests in the Government case against the Hardwood Manufacturers Association, has announced that he will not file a supplemental brief with the United States Supreme Court in the re-argument scheduled for April 11.

The Government has not yet definitely decided whether it will file a supplemental brief. General Boyle, however, it is understood, will ask the Court to be allowed to file a statement following his pleading before the Court. While the case is officially set for April 11, it is more than likely that the argument will not take place before April 13, owing to the fact that there are several important cases to be argued ahead of the lumber case.

The National Lumber Manufacturers Association has been asked by the National Retail Dealers Association to join in a demand upon the Railroad Board that the business of the country be given consideration in the present controversy over wages, working laws and conditions in railroad employment. There are approximately 35,000 retail lumber dealers in the United States and a similar number of sawmill operators who ship over 3,000,000 cars annually.

The National Retail Lumber Dealers Association urges that the public be given a hearing, the national agreement abrogated, and that the railroads be allowed to take the action they deem necessary for the protection of the public interest and the revival of prosperity for the transportation systems.

The sub-committee of the Ways and Means Committee of the House in charge of the lumber tariff schedule, has completed a tentative draft of the lumber tariff for submission to the full committee. The schedule was drawn up without the knowledge of anyone and no representatives of the lumber industry were called in.

Increased rates on lumber from points in the South to Eastern trunk line and New England territories were found not justified by the Interstate Commerce Commission in an adoption on the docket on water competitive rates. The proposed schedules previously were suspended by the Commission pending investigation until April 27, but on March 23 the carriers were notified to cancel the schedules on or before April 20. The Commission said, in its decision, that it could not disregard the fact that a large proportion of the lumber mills in the South are closed down.

The Interstate Commerce Commission has further suspended until April 21, the operation of certain schedules published in tariffs of the Atlantic Coast Line Railroad Company, the Louisville and Nashville Railroad Company, the Pennsylvania, Seaboard Airline and the Southern Railway Companies.

The suspended schedules proposed the cancellation of an increase in water competitive rates on lumber and articles taking the same rates, carloads, from various shipping points in the South to Baltimore, Philadelphia, New York, Boston and points taking the same rates, the operation of which was suspended until March 22 and April 14, by orders previously entered.

That the remedy for the scarcity of a million homes in the United States lies in providing better transportation, abundance of fuel, credit for loans and full information on the best methods of construction, is contended by Senator William M. Calder, of New York, chairman of the Senate Committee on Reconstruction, in a report just made public.

To accomplish the desired ends, Senator Calder has recommended to Congress legislative measures, among which is a bill to establish in the Department of Commerce a division for the gathering and dissemination of information as to the best construction practices

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Merit of Plywood Should Be Capitalized

To one who has been associated with most branches of the wood fabricating industries, the least understandable observation is that in spite of a long, honorable business record, most manufacturers of forest products are still groping for stable merchandising principles and find themselves constantly in the position of apologizing for their existence. Looking back over my many years' association with mills and plants cutting our hardwood trees into usable raw material, I see a path marked by many a chasm of trade dependency and many a rugged peak of difficult manufacturing and marketing problems. In fact, as I review this vista it seems that a miracle has been performed in bringing the industry as far ahead as it has now come in spite of its characteristic lack of organization and its notorious laxity in merchandising efficiency.

If you ask the average layman "what is lumber?" his answer will invariably be "it is boards." That is about as far as his conception of it goes. He sees merely an uninteresting piece of wood and probably knows less about its origin than he does of the products of almost any one of a hundred far less important industries. Why is this? It is merely because the lumberman as a pioneer has been too deeply engrossed with developing his raw material—timber—which progressive effort has taken him away from the centers of civilization and placed him in an isolated position where he has been entirely on his own responsibility and that thus he has developed those characteristics which have been more than any one thing, responsible for the great difficulty in bringing about co-ordinated effort. Further, because he has taken his chances with the wilderness and with other difficulties incident to a pioneering endeavor, he has built a wall of conservative, almost jealous, confidence in his own individual ability and a belief that no one can possibly understand his business even in a remote way.

What has this isolation brought to lumber? Merely because it has been so far divorced from immediate contact with the people at large, those people have not even begun to understand it and hence have no sympathy with lumbermen. They are prone to believe all the wild tales told of lumbermen who are painted in black colors as pirates and barons of the old order.

Must Confide in Public

If in lumbering (by far the largest commercial unit in the forest products industries), this condition has been brought about and has prevailed because of lack of co-ordinated endeavor to teach the public, is it not assured that in a lesser, but rapidly growing division of the forest products industry, namely, the manufacture and utilization of veneers, an even greater misunderstanding and lack of appreciation may result from this same laxity in publicity? Thus, is it not fortunate that the real development of veneering has begun coincidentally with the dawn of a new conception of forest products merchandising?

What factors brought this new idea about? Possibly it is a combination of a number of things, among others being the rise of a new generation which has not been compelled to oppose the grim might of nature in forging an industry out of the forests. This new generation has come into an established business and because in the main it has grown up in contact with metropolitan circles, it has absorbed a measure of the inspiration of modern merchandising. In short, its attention is not, as was that of the original lumbermen, focused almost exclusively on the manufacturing end.

Then, too, the development of the association idea has brought about a natural realization that in co-operation lies stability. Further, the great national movement for the conservation of our forests has led many in the wood fabricating circles to realize that an unstable market, brought about by lack of understanding of the product, is a great detriment to conservation and has caused the conviction that more efficient study of the forest products industries and the application of more scientific merchandising thought would be a powerful measure in behalf of conservation.

One of the Oldest Arts

Veneering is one of the oldest phases of wood manufacturing. It comes down literally from the ages and yet during my brief span of life, I personally have seen most of the major developments in the art of manufacturing high grade veneers economically. In short, the industry began to expand but a comparatively few years ago. It is destined to become one of the biggest factors in the conversion of our trees into valuable raw material. Yet, its future is tenaciously linked with the popular mood. It is refreshing, therefore, to note that the modern progressive spirit has at this early date so imbued the industry that it is about to launch a broad campaign of education among the laymen. The sad experience that can be read in the history of the mother industry—lumbering—reveals tragic results that may come of aloofness from the public. Many a market that legitimately belongs to lumber has been taken away merely because lumbermen have evidently been unable to understand that the good word here and there in behalf of some competing material and to the detriment of wood, has not been accidental but has been part of a well conceived idea. The very insidiousness of this propaganda has been its most effective characteristic. Results are every day apparent.

Now Webster says of veneer that it is "a thin leaf or layer of more valuable or beautiful material for overlaying an inferior one, esp., such a thin leaf of wood to be glued to a cheaper wood." In our social contacts we refer to a man whose culture and refinement is skin deep as having acquired an artificial aspect, or "veneer," of personal charm. In short, the term is used every day in a derogatory sense. So the layman's mind has conceived of the veneered article the idea that is something inferior. Well do I remember that in my boyhood days, long before I knew anything about veneering or veneers, I was one day admiring an old sideboard that had been in the family for 150 years. It was a beautiful, deep mahogany and it had always been our boast that it was "solid mahogany." Imagine my consternation on absent-mindedly picking at the front piece to have a sliver of the surface sheet of veneer come off in my hand! The result was disconcerting, not so much because of the punishment I anticipated, as of the disappointment in discovering that what I had always treasured as something substantial was in reality veneered. It is true the underwood was mahogany, but that did not ameliorate my disillusionment.

So the average person today conceives a veneered article as something which does not represent value and the only way this erroneous and unfair conception can be eradicated is through a systematic course of education which will show to the housewife and the man who pays her bills, that only through veneering can the beautiful wood effects be accomplished, and further that well-made plywood presents better and more lasting physical qualities than does the solid material, that is, under certain conditions.

Plywood Is an Apt Term

The use of the term "plywood" as against "panels" or "veneered goods" is a clever conception of psychological value. Half of the misconception will disappear with the adoption of that term, but the other half must be overcome through the sustained educational campaign that is now developing. The manufacturer of fine furniture or cabinet goods, who uses plywood in his factory, will be doing a good turn for himself if he analyzes this educational effect and turns this effort in his direction. He has for many years used plywood for different purposes and he knows there are two kinds, the good and the bad. That the proposed campaign may be most fruitful the cabinet maker must come to feel an unshaken confidence in the dependability of the product. Probably nine out of every ten cabinet makers who use plywood have not especially considered why they use it, nor stopped to analyze its advantages and its possibilities in their own business. Because he can not produce a beautiful and a highly finished article in many cases without high grade plywood the cabinet maker must come to

realize that popular understanding of plywood values is just as important to him, or nearly so, as to the plywood manufacturer. Therefore, he should contribute to the general movement a more careful study of the application of this forest product, a study which will reveal those facts about plywood that render it an indispensable article in the cabinet and furniture factory. He must systematize his analysis and thoughts so that through his salesmen and advertising literature he may in a measure educate the retailer who is the point of personal contact with the consuming buyer.

For the benefit of his own business the manufacturer of high grade cabinet work must first convince himself that well-made plywood properly applied in the proper places, is a feature of his work and not something that he must apologize for or disguise. He must realize that with the lessening available quantity of high grade hardwood timber and the increasing demand for full utilization,

plywood is destined to become more and more a part of his future. Therefore, he should lay such plans as are necessary that he may capitalize on and not be penalized for his use of plywood. The ground is prepared for the future. Standardized grades and an honest co-operation in behalf of uniform quality and of efficiency in manufacture and service guarantee that the industry would be prepared to back up this educational effort.

I have seen the industry develop from a primitive beginning to its present stage of high efficiency. Today this progress bears out my prognostication of years ago. Plywood as cabinet making material, fabricated by men who not only know its advantages but, also, their responsibility in its production, is destined to bring greater beauty and more lasting quality into our homes and furniture and also to play an important part in the conservation of our remaining high grade timber.

Interview With a Progressive Old-Timer.

Materials Used in Dry Kiln Construction

Any of the ordinary building materials—wood, brick, tile, or concrete—may be used in the construction of a dry kiln. The choice between them will depend upon the relative importance of the first cost, maintenance, and fire hazard. The following comments on each type are based on the experience of the U. S. Forest Products Laboratory.

Where insurance rates permit, a well-built wood kiln is very

satisfactory, wood being a very good insulator, easily repaired, and cheaper than the other materials. The chief objection to the use of wood, aside from fire risk, is its tendency to swell and shrink with alternate moist and dry conditions, causing more or less working of the frame and loosening of nails. All lumber should be thoroughly seasoned. Fir, Douglas fir, yellow pine, redwood, cypress, and similar woods with low shrinkage rates should be used for sheathing and sills. For frame timbers any good straight-grained material is suitable. The sheathing should be shiplap laid horizontally and nailed twice at each stud, in the middle and at the bottom of the board. Outside walls should be sheathed on both sides or sheathed inside and plastered outside. They should also be insulated with a good moisture-proof, heat-resistant insulator. The ordinary quilt insulations sewed between so-called waterproof paper have not proved satisfactory in dry kiln construction. Walls should be painted on the inside with asphaltic paint. Where lumber is plentiful, crib or laminated construction may be used, the walls being built up of 2 by 6-inch planks laid flat, and the roof of similar material laid tight together. If the planks are well seasoned and well manufactured, this form of construction permits very little heat loss; but if the lumber is low grade and knotty, a tight, weather-resistant construction is extremely difficult to obtain. The shrinkage of the walls is excessive, and causes considerable trouble at door jambs and where pipes pass through the walls.

Brick or hollow tile is procurable almost everywhere, and where permanency is desired is usually more satisfactory than wood. The brick or tile should be hard burned. The walls should be laid up in tempered or cement mortar. Unequal expansion in the exterior walls, caused by the difference in temperature of the outer and inner faces, is almost certain to create numerous small cracks, which should be painted up with an elastic cement rather than mortar. A kind of tile should be chosen that has openings running horizontally rather than vertically in the wall. The tile should be scored for plastering. Both sides of tile walls should be plastered with cement mortar. When brick, tile, or concrete kilns are over 50 feet long, it is advisable to build both the exterior and interior walls 12 inches thick, particularly if fireproof roofs are used.

Walls of monolithic concrete or of concrete blocks are highly absorbent of moisture unless thoroughly waterproof. It is very difficult to hold a high humidity within a kiln whose walls absorb moisture readily. The heat loss through such walls is also very great.

Southern Furniture Market



New "Million Dollar" Southern Furniture Exposition Building at High Point, N. C., in Which Southern Market Will Be Held, June 20 to July 2

"Finest"
1903-1921

Quality is based on uniformly scientific construction in all details.

Quantity—Our plant is recognized as one of the biggest of its kind in the country.

Service—We are *fully* equipped to make *anything anybody* may require in plywood.

Experience—Our firm is one of the oldest in the business and our help has many years' careful training.

HANSON-WARD VENEER CO.
BAY CITY, MICH.

PANELS, TOPS AND OTHER PLYWOOD

in walnut, mahogany, plain and quartered oak, birch, maple, red gum, elm, yellow pine and basswood.

Overcoming Walnut Seasoning Difficulties

The advice recently given by Donald R. Brewster, specialist in the seasoning of wood, to a furniture manufacturer, who was having trouble with the splitting and checking of his walnut stock after furniture was made up, appears to be of sufficient general interest to warrant publication here. It is possible that other wood users are having the same or somewhat similar difficulties, which the information contained in Mr. Brewster's letter may help them to correct.

In order to more clearly understand Mr. Brewster's advice it may be well first to read the question which this furniture manufacturer put. He said:

"In connection with our furniture factory we operate a ventilated dry kiln. This holds two cars of lumber of approximately 5,000 feet per car. This kiln is equipped with spray, cold air ducts and foul air vents and sufficient radiation to get temperature up to about 185 degrees. We use a great deal of walnut and have considerable trouble with checking and splitting after furniture is made up. We think that possibly most of our trouble is from drying too much and from some case-hardening.

"Can you recommend a safe course to pursue with walnut, first as to spray used, second, as to temperature, and thirdly as to what is the proper percentage of moisture, walnut should contain when ready to take from the kiln?

"Sometimes lumber seems to be dry enough, but on using the various tests suggested, show case-hardening. Then if it is steamed so that case-hardening is reduced, there seems too much moisture content.

"The writer has read many articles on kiln drying of lumber in general, but none of them seem to say anything about the drying of walnut and that is what we are most interested in, as we experience little or no trouble with the other kinds of lumber."

Mr. Brewster's reply is as follows:

"Considerable experience has shown me that it is almost impossible to work out the correct solution of a practical kiln drying problem without first making a careful study and diagnosis on the ground, since many of the essentials of the problem cannot be explained or brought out clearly by correspondence. For this reason I cannot feel overly optimistic of being able to help you very much in a letter but I shall be very glad to try.

"I am familiar in a general way with the type of kiln which you have. It is probably like most ventilated kilns—capable of giving good results if the stock is fairly well air-dried and if the kiln is tight and intelligently operated.

"Your trouble with checking and splitting of walnut after the furniture is made up is undoubtedly due to casehardening. The tension in the fibers gradually breaks down the cohesion between the cells, and fractures occur where the cells are weakest—along the medullary rays. The way to prevent this with walnut is to dry the wood with sufficiently mild conditions so that severe case-hardening does not occur, in the first place, and then to steam the stock judiciously at or near the end of the run to soften up the outside and relieve any casehardening that is present, since it is almost impossible to dry the wood in a ventilated kiln in a reasonable length of time without some casehardening.

"The exact kind and length of steaming treatment to use with your stock will depend upon its thickness and the degree of case-hardening present. The thicker the stock, the longer the treatment necessary and the earlier and more frequently should it be applied. For best results in a steaming treatment, the air should not be saturated but should have a humidity of from 75 to 80 per cent which will cause the outside of the wood to absorb enough moisture to accomplish the desired softening, without the actual wetting of the wood and excessive absorption which occur with 100 per cent saturated steam. To guide you in giving the right kind of steaming treatment you should have a good wet and dry bulb recording thermometer so that you can tell the humidity

accurately from without the kiln. With 4/4" stock you might try a 3-hour steaming at 80 per cent humidity about 5 days before the end of the run with a temperature of 160 degrees. After this treatment allow kiln to cool and dry down gradually to drying conditions without opening doors and with ventilators closed. When stock has dried down to between 5 and 6 per cent, at which condition it is ready to remove, give another steaming of 6 hours at 75 per cent humidity and 160 degrees. After steaming is completed turn off the steam sprays but leave the heating coils on for the rest of the day. Then turn off coils and allow kiln to cool off over night, after which it should be ready to remove the next morning in condition for immediate use with moisture content well balanced at about 6 per cent and free from objectionable case-hardening. With thicker stock steaming periods should be increased in direct proportion to the thickness and the number of days before the end of the run for the first treatment would also be proportionately increased.

"The standard schedule for black walnut, prepared by the writer on the basis of a number of test runs while at the Madison Forest Products Laboratory, is given in the following table:

Moisture Pct. in wood	Temperature	Pct. Rel. Humidity	Approximate No. of days to dry 4/4 stock to 5 Pct.	
Per cent	Deg. F.	Per cent	Minimum	Average
40	125	75	19	22
35	125	75	17	20
30	130	70	15	18
25	135	65	13	15
20	140	55	10	12
15	145	45	7	8
10	150	30	4	4
5	150	35	0	0

"You will see that the initial conditions are dependent upon the original moisture content of your wood which should always be tested before the drying begins except in the case of stock which has been on sticks a number of months and is thoroughly air dried. If you control your spray and temperature so as to get approximately the above conditions at the different stages of the drying and steam the stock as suggested above you should obtain satisfactory results with your walnut. Aim to dry your stock to 5 per cent. Then a slight absorption during the final steam will help to balance the center and outside to a uniform condition of 6 per cent, which is about right for your work if your factory is not kept too dry. This will occur, since lumber dried to 5 percent will ordinarily be about 4 per cent outside and 6 per cent in the center."

Robbers broke into the office of the Cincinnati Veneer Company, 1285 West Sixth street, but were frightened away before they got anything.

J. B. Klinker, president of the Klinker Company, chair manufacturers, believes that a fire which destroyed his saw-mill plant at Beach Fork, Athen County, Ohio, was of incendiary origin. "The plants of our company at Rariden Scioto County, Ohio, twice have been destroyed by mysterious fires within the last two years," Mr. Klinker added.

The Prestonia Manufacturing Company, Louisville, Ky., which has been manufacturing talking machine cabinets, has taken on several side lines in mahogany, principally furniture specialties such as library tables, sewing cabinets, davenport tables and other small articles.

The Mengel Co., Louisville, on April 5, announced reductions of 15 per cent in wages to all office employes and officers, and reduction of 18 per cent in all labor, this taking in seven plants operation in various parts of the United States, including Louisville, St. Louis, Jersey City, Winston Salem, Elkhart, Ind., Hickman, Ky., and Mengelwood, Tenn.



·VERSATILITY·

The Keynote to Operating Efficiency

Versatility of manufacturing requires a complete assortment of manufacturing facilities and a supply of varied raw materials, all of high character. Our long successful record has been developed on a plan which aimed at an organization which could fill any and all requirements for high grade hardwood materials. That versatile organization maintains contact with a tremendous supply of splendid timber and incorporates four band mills and three veneer mills, each designed for the manufacture of a specific product. The result is the best obtainable in quartered and plain white oak lumber, sawed quartered oak veneers, walnut lumber and sliced and rotary cut walnut veneers, rotary cut yellow poplar crossbanding and a general line of high-grade hardwoods—an offering and a service that warrants your inquiries.

WOOD-MOSAIC COMPANY

Chicago Representative
GEO. W. STONEMAN & CO.
845 Erie St.

INCORPORATED
Louisville, Kentucky

Grand Rapids Representative
HECTOR ROBERTSON
232 Lyon St., N. W.

PURCELL



Partial view of Log Pile

American Walnut of Character

AS IN any other manufacturing line, there are right and wrong ways in the converting of walnut logs. An extensive list of old and satisfied customers convinces us that through our many years' experience we have found the right way—at least in most things—though we are always striving to improve ourselves.

Thus we feel nothing but confidence in guaranteeing correct inspection and satisfactory service. Prompt shipment always on any grade or thickness.

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AND OFFICES
KANSAS CITY, KAN.**

**Frank Purcell Walnut
Lumber Co.**

WALNUT

S E R V I C E

Shipping facilities

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sidings: short
haul to Balti-
more Harbor

BY OUR OWN TRUCKS



Veneers
in

Sales branches:

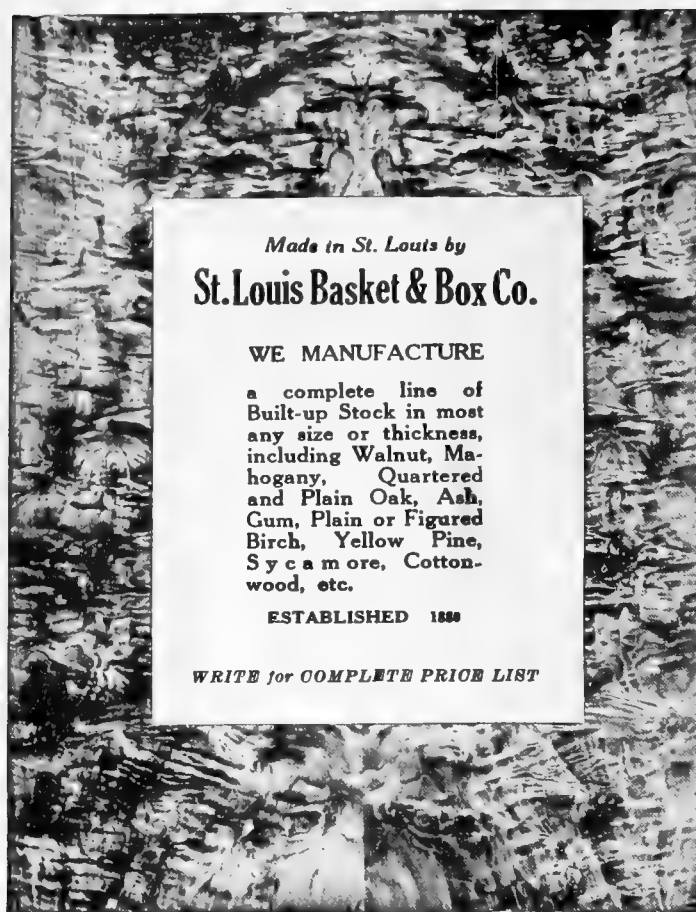
NEW YORK - 709 6th Ave.,
HIGH POINT, N. Carolina,
JAMESTOWN, N. York,
CHICAGO - 28 E. Jackson Blvd.



WALNUT BUTTS • MA-
HOGANY • LONG WAL-
NUT • BURLS • POPLAR
OAK & OTHER WOODS

THE WILLIAMSON VENEER CO.

MILLS - BALTIMORE, MD.



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Mahogany, Quartered and Plain Oak, Ash, Gum, Plain or Figured Birch, Yellow Pine, Sycamore, Cottonwood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

Plywood Manufacturers Meet April 12 and 13

A thorough consideration of all phases of the present condition of the plywood industry is promised in the program of the twelfth mass conference and second annual meeting of the Plywood Manufacturers' Association, which will be held on Tuesday and Wednesday, April 12 and 13, at the Drake Hotel, in Chicago. The program was issued on March 30 by M. Wulpi, commissioner.

The program provides for a review by Mr. Wulpi of the year's accomplishments and an outline of next year's activities. The president of the organization will give an account of his stewardship and the Executive Committee will give its views of the present situation with recommendations for the third year's activities.

Among the papers which will be presented are the following: "The Progress of Glue Standardization," by Arthur D. Little, Inc., Laboratory; "The Progress on National Advertising," by G. O. Worland; "Advice on Progress on Import Tariff," by Z. C. Thwing; "Probable Outcome of the Traffic Effort," by D. E. Kline.

The annual banquet will be held on Tuesday evening at the Drake, at which Frank B. White of Chicago will speak on "The Advantages and Benefits of Co-operative Advertising in Industry."

There will also be two hours of round table discussion of business conditions.

The plywood manufacturers of the country are bearing their full share of the burden of depression, though they are somewhat encouraged at present by the revival that is beginning in the automobile industry. In general they have on hand fair stocks of raw materials and good stocks of manufactured product, while as a whole demand is excessively light.

Anti-Spray Gun Bill Defeated

Licensing of master painters, proposed in a bill in the Wisconsin legislature, has been defeated, and also a section of a bill which would prohibit the use entirely of spray guns and similar devices employed in the application of paints and varnishes in plants manu-

facturing office equipment, furniture, etc., in Wisconsin. There is still before the legislature a portion of the latter bill, which prohibits the use of spray devices by master painters.

Defeat of the features as stated, is credited to John H. Friar, American Can Co., Milwaukee, and W. H. Eastman, general manager of the W. O. Goodrich Manufacturing Company, Milwaukee, who were appointed to appear against the measure by the Milwaukee Paint & Varnish Club, and superintendents of painting and varnish departments of several Milwaukee manufacturers of office furniture.

The bills did not prohibit the use of spraying devices entirely, but named so many ingredients in connection with which they must not be used, that adoption of the law would have prohibited their use in effect. The bill asserts that it was prepared for the purpose of conserving the health of executives and employees.

Krell Sale Adjudged Legal

The sale of the Krell Piano Company in Cincinnati, August, 1917, to the Werner Industries Company for \$155,000 worth of stock in the latter company was legal, according to an opinion of the Court of Appeals here. Certain stockholders protested against the sale, saying that the common stockholders were not allowed to vote on the advisability of selling. The court held that holders of common stock were rightly prevented from voting because they had agreed to forfeit their rights if the company failed to declare dividends for three years. The second point raised was that Lawrence Maxwell, who owned a controlling interest in both the Krell and Werner companies, forced the Krell Company to sell its holdings at a great loss to all the Krell stockholders but himself. The Appellate Court however said that at the time of the sale the Krell Company was \$21,000 in debt; that Mr. Maxwell had loaned the company \$100,000; that the business never was a success under the management of Albert Krell and that its losses for 1915 were \$44,826 and for 1916 \$26,714. The Werner Industries' stock was worth its par value, while the Krell Company was sinking into bankruptcy at the time of the sale the court held. The appellate opinion was written by Judge Francis Hamilton.

Announcement of a general wage reduction of from five to seventeen cents an hour, effective April 10 was made by officials of the J. A. Fay and Egan Company, manufacturers of wood working machinery. The reduction affects approximately 800 men. This concern has been one of the few in Cincinnati to work at full production during the business depression period. Company officials believe that in view of generally falling prices, however, a wage reduction is necessary.

Robert F. Stewart, formerly of Toledo, Ohio, has been appointed superintendent of the Cincinnati Trailmobile Company's new plant in Oakley and has taken up his residence here with his family at 3754 Edwards Road, Hyde Park, a suburb of Cincinnati.

Mrs. Leo. P. Young, wife of the general superintendent of the Frost Veneer Seating company at Antigo, Wisconsin, died at her home in that city on March 15 at the age of 38 years. Mrs. Young was born in Bradford, Vt., and was the daughter of Robert Fulton. She was married to Mr. Young at Bradford on Dec. 26, 1917, and has since made her home in Antigo.

The Northern States Casket Company of Chippewa Falls is the name of a new corporation which has been organized with a capital stock of \$25,000 to engage in the manufacture of coffins, caskets, cabinets, etc. The principals are H. C. Chapple, A. Carlson and F. Westlung.

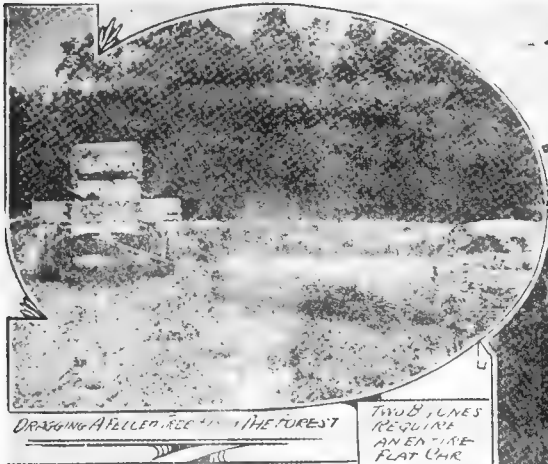
Reports which gained considerable circulation to the effect that the S. W. Miller Piano Company of Sheboygan was intending to discontinue business and would dispose of its plant, equipment, stock, materials, etc., have met with denials on the part of the concern. The industry will be continued as before, as a manufacturer of pianos and other musical instruments, cabinets, etc.

FRIDAY MORNING, MARCH 12, 1921

THE FORT WAYNE JOURNAL-GAZETTE

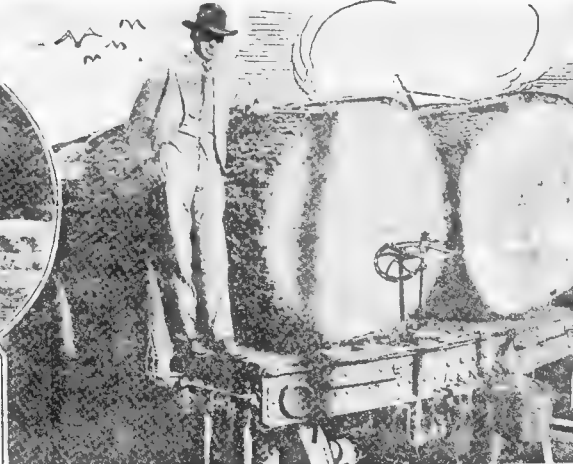
SECTION FOUR—3

Past Half Century Brought Some Great Changes Into the Manufacture of the Various Forest Products In Fort Wayne



DRAWING A Felled Tree IN THE FOREST

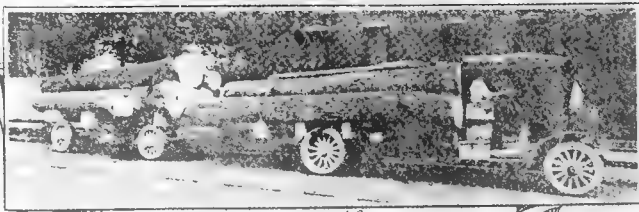
TWO BULLS
REQUIRE
A NEW TYPE
FLAT CAR



TRUCKS—THE MODERN METHOD



Great Oars Ready To Be Sawn Into Lumber



Logging A LA MODE



LINE OF THE NIMMUTH TRUCKS USED IN MODERN LOG HAULING

GOING UP!



Jessie Burrall

Fort Wayne has been a center of the lumber industry since the first log was floated down the river. In the past half century, the industry has grown from a small, scattered group of loggers to a large, organized enterprise. The changes in the manufacture of forest products have been great, and the progress has been rapid. The lumber industry has been a mainstay of the local economy, and it has played a large part in the development of the city. The progress has been made in many ways, and the industry has become more efficient and more productive. The changes in the manufacture of forest products have been great, and the progress has been rapid. The lumber industry has been a mainstay of the local economy, and it has played a large part in the development of the city. The progress has been made in many ways, and the industry has become more efficient and more productive.

The progress of the lumber industry in Fort Wayne has been a story of growth and change. From the early days of log floating to the modern methods of logging, the industry has evolved. The changes in the manufacture of forest products have been great, and the progress has been rapid. The lumber industry has been a mainstay of the local economy, and it has played a large part in the development of the city. The progress has been made in many ways, and the industry has become more efficient and more productive.

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Millionaire Engineer



A. H. Woodward

A. H. Woodward is a millionaire engineer. He has been successful in many ways, and he has played a large part in the development of the city. The progress has been made in many ways, and the industry has become more efficient and more productive.

QUICK REPAIR

for repairing splits, checks and other defects in face veneers.

Made in colors to meet the requirements of the best finishes of all cabinet woods.

Put up in tubes for convenient use on surface stock and in quart cans for larger defects in core stock.

QUICK REPAIR has been used by some of our customers for a number of years.

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Sales Office:
SOUTH BEND, INDIANA

Evansville Market Is a Success

The first furniture and stove market ever attempted by the manufacturers at Evansville, Ind., was held from Monday, April 4, to Saturday, April 9, and the event was more of a success than the manufacturers had anticipated. The market was well handled under the auspices of the Evansville Furniture Manufacturers' Association, of which Gilbert Bosse, the manager of the Imperial Desk Company, is manager.

The volume of sales was quite satisfactory to the manufacturers who had exhibits. It was roughly estimated on the closing day of the market that the total amount of sales on the market for the week would run to \$100,000 or more. While this is not a large figure when one takes into consideration the number of exhibits and the many lines of furniture displayed, the manufacturers feel like a splendid start has been made which gives great promise for future markets. The city of Evansville took good care of the visitors and there was some manner of entertainment for the men attending the market each day. In all there were about seventy-five exhibitors, most of them coming from Evansville, although the furniture and chair factories at Tell City, Ind., a live manufacturing town on the Ohio river a few miles above Evansville, also sent exhibits.

From 350 to 400 buyers attended the market. They came from about twenty different states in the Union, Canada, Mexico and Cuba. In fact, the attendance, while not considered large for a well established furniture market, was more than satisfactory as a starter.

Most of the furniture sold at the market was of the cheaper and medium grades. A large majority of the dealers were from the states in the south and southeast and adjacent territory and their trade largely calls for this class of furniture. Few metropolitan dealers attended.

The Evansville manufacturers say that the market will have a splendid effect upon the morale of the manufacturers. As one of the manufacturers expressed it, it means that they will get on the job, and stay there. The manufacturers who were interviewed would not say that the sales at the market would be sufficient to cause the speeding up of operations, but they believe that manufacturers will now start in with renewed vigor and that harder efforts will be put forth to get new business.

The great success of this maiden event has sold the local manufacturers on the plan of making it a regular feature. The third annual Evansville exposition will be held at Cook's Park September 20 to October 1, these dates having been fixed a few days ago, and the consensus of opinion now is that the second furniture and stove market should be held in Evansville on those dates. The exposition in itself will bring many thousand visitors to Evansville. Large buildings erected at Cook's Park last year for exposition purposes will be suitable for use for many years to come. The management of the exposition has proposed to the furniture manufacturers that these dates be selected for the holding of the next market and no opposition to these dates has arisen.

The displays at the soldiers' and sailors' memorial coliseum, the Furniture Exchange Building and the Klammer Building were opened to the public on Friday, April 8, for the first time and many people visited those buildings. On the top floor of the Furniture Exchange Building the Wemyss Furniture Company had a breakfast suite that attracted favorable comment. It was Windsor style. The tops of the table, small buffet and china cupboard were of walnut, the rest being of cream enamel, with burnt orange and black enamel trimmings. The table was gate-

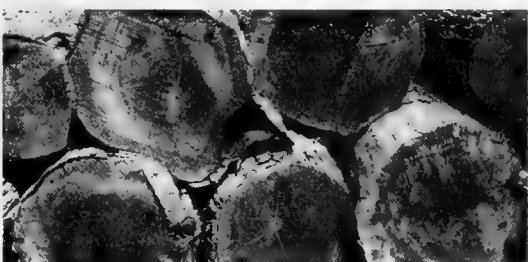
(Continued on page 42)



Random view of our million foot pile of clean, fresh walnut logs.



Select walnut logs twenty-four inches and up in diameter for thick stock and special requirements.



Note that our logs are sound and free from ring shakes.



One Million Feet of strictly high-grade walnut logs.

American Walnut Made on Honor

Located for forty years in the center of the richest walnut region in America, our entire effort has always been to operate as honestly as nature grew the logs we use. A truly clean reputation for quality product has been built through constant personal attention to the selection of logs and the manufacturing and marketing of the out-put. Langton American walnut has long been the ideal American walnut lumber and dimension stock, to the discriminating furniture and interior finish manufacturers to whom we cater exclusively.

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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

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S. S. "CORINTH"

The Mayflower of Mahogany

OCTOBER 17, 1906,
The Mengel Co.
shipped on the S. S.
"CORINTH" the first
complete cargo of ma-
hogany logs ever im-
ported from Africa into
the United States.

THE MENGEL COMPANY

INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

(Continued from page 40)

leg. The Wemyss Company also displayed a Spanish renaissance dining room suite of antique or Tudor walnut. The pieces were massive—too large for an ordinary sized room. The buffet was seventy-two inches long. The window of the Reitz-Spiegel Furniture Company was a mahogany Chinese chippendale dining room suite from the Wemyss Company. It had a large buffet, serving table, oblong table and leather-seated chairs. At the Klammer Building, bed room suites were shown by the Monitor Furniture Company. The suites, in general, consisted of straight-end or bow-end beds, vanity dressers, dressing tables, chiffonettes, desks and straight and rocking chairs.

The Queen Anne suite from the Monitor Company was of walnut. A ten-piece Louis XVI suite was made of ivory enamel, with dawn "lavender," enamel fluting. The same suite was shown in walnut, ivory enamel and mahogany. A Louis XV bed room suite from the Klammer factory was unusual, with a burl design in the walnut or mahogany. Cane seats were used in the

chairs. The dresser, dressing table and vanity dressers had dust proof drawers. These were made by putting panels between the drawers. An Adam suite was from the O. A. Klammer factory. An old English suite from the Monitor factory had the burl wood design. Birdseye maple and burl walnut were combined in an Italian renaissance suite from Klammer's factory. In the Klammer Building also were displayed davenports and duofolds from the Klammer-Wertz factory. Three console tables in mahogany or walnut were from the Schelosky Table Company. They were of the Queen Anne Italian renaissance and Tudor periods. The kind of big "comfy" chairs and davenports one likes to sink into after a hard day's work were shown by the National Furniture Company that will start operating a new plant in Evansville June 1st. Tapestry furniture was shown by J. Ed Swonder and Son. The Crescent Upholstery Company showed a three-piece cane and velour living room suite and a mulberry velour overstuffed suite. Office desks of oak and mahogany were shown by the Evansville Desk Company. On the first floor of the Klammer Building were oak pieces from the Klammer-Schelosky Company; oak porch suites from the Renecker Company of Ferdinand, Ind. In the Furniture Building, the Karges Furniture Company showed Circassian walnut suites. This factory is the only one in Evansville making Circassian walnut furniture now. Louis XVI, French, Chippendale, Queen Anne and Adam bed room suites were shown in Circassian and American walnut. The Crown Furniture Company showed bed room, dining room and living room straight chairs and rockers. The Globe-Bosse-World Furniture Company showed kitchen cabinets and dining room suites. The Evansville Furniture Company had davenports and parlor furniture in velour, leather and tapestry. The Specialty Furniture Company showed bed room suites. The Crescent Furniture Company showed dining room and bed room suites. The Quality Furniture Company had bed room suites. The Indiana Furniture Company displayed kitchen cabinets. Dining room tables were from the Evansville Table Company. The Universal Company displayed lamps. The Bockstege Furniture Company showed library and dining room tables.

On account of the success of the initial show the Evansville manufacturers have practically decided that it will be repeated every six months and the next show will be held in possibly the latter part of September or the early part of October.

One of the leading manufacturers of veneers in Evansville made the following report to Hardwood Record on the success of the market:

"Have talked over the matter of the Evansville Furniture Market week with quite a number of the exhibitors and all report the show as being a decided success. The attendance has been all that was expected. The visitors express surprise at the variety and quality of the goods offered and are unlimited in their praise.

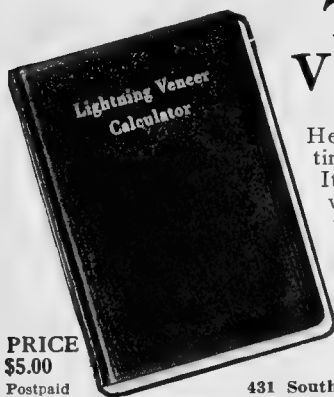
"Quite a lot of new styles are offered and are meeting with success. The entertainment has been well received and in connection with the show a meeting of the Indiana Retail Furniture Dealers' Association was held, ending with a banquet at the Vendome Hotel on Thursday evening, April 7.

"Practically all of the exhibitors report themselves well pleased with the sales they are making and the number of new accounts they are putting on their books.

"If for no other reason than the publicity that the show is giving to Evansville-made goods, it would be a huge success."

The Wabash Cabinet Company, at Wabash, Ind., has begun working part time and expects to be in full operation by May, according to the statement made by T. F. Vaughn, president of the company. The plant was closed last November and about 500 persons were thrown out of work.

The Pruitt-Deming Manufacturing Company has been organized at Edinburg, Ind., for the manufacturing of storage battery separators from veneer. The plant was organized by Deming brothers, living west of Franklin, Ind. The officers are: Maurice Pruitt, president; Byron Deming, vice-pres.; Edwin Deming, secy.-treas.



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Will Pay for Itself in a Day

Here is an accurate, practical and time-saving veneer extension book. It's just the one you have often wished you owned.

The book is of handy pocket size; printed on substantial paper; well bound and will last a lifetime.

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and eliminate the unnecessary, complicated and cumbersome work of calculating veneers.

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SPECIALISTS IN DIFFICULT ITEMS

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ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Hi-Grade Plywood and Veneer

Best Raw Material + First-Class Workmanship × Up-to-Date Equipment = **QUALITY STOCK**

of which we at all times assure you when placing orders with us. Further—The feature of an immense amount of stock size panels always on hand permits of quick shipments.

PANELS MADE TO YOUR DIMENSIONS

WRITE FOR PRICE-LIST

GEO. L. WAETJEN & CO.

110-120 REED STREET

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WISCONSIN

"CASCO" WATERPROOF GLUE

MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



Two Coe Roller Veneer Dryers

in the plant of the Pearl City Veneer Company at Jamestown, New York.

The excellent quality of the panels produced in this plant speaks well for these dryers and their other Coe Machinery.

It is noted for:—Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the machinery for a Veneer Mill

CHICAGO MILL AND LUMBER COMPANY

Adds Battery of Dry Kilns

(Capacity 1,500,000 Feet of Lumber per Month)

TO

Dimension Plant at Cairo, Ill.

Plant Equipped with Latest Machinery.

Drawer Side Material and Moulder Work.

Dimension Lumber Kiln Dried Means:

1. The elimination of waste.
2. A saving of at least 40% in freight.
3. Lumber delivered at the woodworker's plant ready for immediate use.
4. A quick turnover and minimum investment in lumber.

The benefits to be derived from the use of Chicago Mill Dimension Lumber are cumulative. In the long run it means lower production cost for the finished article.

For particulars and prices address

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Sycamore
Ash, Elm
Oak, Gum
Cottonwood
Cypress, Maple

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DEPARTMENT
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS**

FOR
Furniture
Automobiles
Drawer Sides
Kitchen Cabinets
Garment Hangers

(HAVE YOU SECURED OUR QUOTATIONS ON ROTARY CUT VENEER?)

MEETING YOUR NEEDS

Twenty-five years of service to the most exacting users of quality hardwoods enables Paepcke Leicht to help you get your exact requirements in southern hardwoods, no matter what they may be. This experienced service is impartial—its purpose is to help you select the wood best suited for your use—uniform in quality and of the most economical grade which will prove entirely satisfactory for the job.

PAEPCKE LEICHT



SOUTHERN HARDWOODS

Prompt shipment, dry stock—
Uniform quality and inspection
—Band Sawn—End trimmed.
Full and uniform thickness—
Good run of widths and lengths.

WE SPECIALIZE IN OAK AND GUM

GENERAL OFFICES

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Chicago, Illinois

BAND MILLS

Helena, Arkansas Blytheville, Arkansas
Greenville, Mississippi

PAEPCKE LEICHT LUMBER COMPANY

EVANSVILLE VENEER COMPANY
offers a service that measures
up to your expectation.

EVANSVILLE VENEER COMPANY
offers a quality that leaves
no regrets.

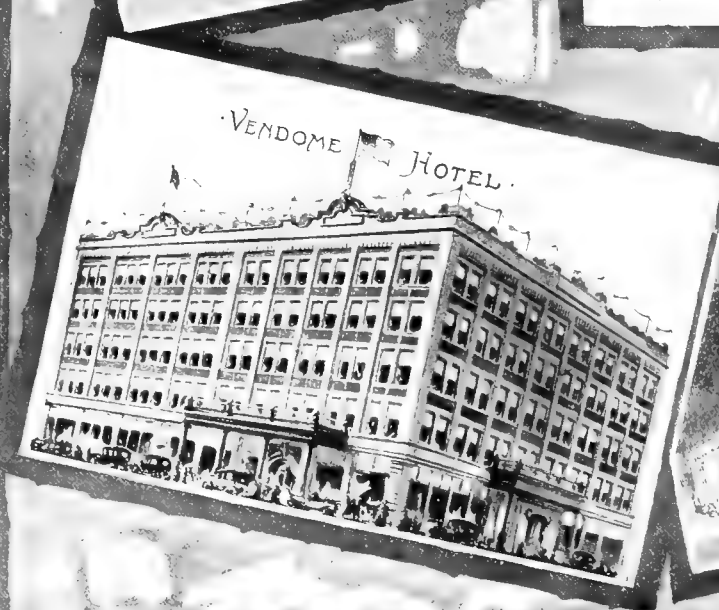
EVANSVILLE VENEER COMPANY
prices meet any legitimate
competition.

EVANSVILLE line —
Quartered Oak
Plain Oak
Plain Walnut
Figured Gum
Rotary Cut Gum

THE
Evansville Veneer Co.

MANUFACTURERS OF
VENEERS.

EVANSVILLE, IND.



HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS
NINE DIMENSION MILLS

Annual Capacity
130,000,000 Feet

There is no doubt about a fundamental improvement in business conditions.

The volume of business in almost every line steadily increases, evidently reflecting the general feeling that we have reached a logical basis of relative normalcy upon which in ever increasing volume and with reasonable confidence transactions may take place.

While all the adjustments we may expect have not been made, undoubtedly the basic elements controlling supply, demand, production, costs, and sales prices, are in better balance, and no such violent fluctuations as

have been registered in the past are to be reasonably expected. Certainly none of sufficient moment to discourage large activities are in prospect.

It is an encouraging outlook, which has not come as early as the most hopeful expected, but which has not been deferred as long as the pessimistic predicted.

It is a pleasure, as always, in this period of renewed activity to give to our patrons the scientific service and maximum value, which it is ever our aim to secure to them.

W. M. RITTER LUMBER CO.

COLUMBUS, OHIO

News from the National Capital

(Continued from page 27)

and methods, technical and cost data and matters relating to city planning, etc., in order to encourage standardization and improved building practices throughout the country. There is also a bill to provide for the gathering and publication by existing governmental agencies of current facts as to production, distribution, available supplies, standards of quality, cost and realization of coal.

The report recognizes the present system of taxation as an important factor, but takes a firm stand against National, state or local governments attempting to relieve the housing situation by the granting of subsidies or by the erection of structures at Governmental expense.

"In its recommendation the Committee has had in mind the importance of economy," says the report. "The cost of the collection of coal information, the cost of the Housing Bureau, the Supervision of the Federal Home Loan Banks, will constitute no appreciable burden on the Treasury. The results of the various bills proposed, however, in establishing the prices of essential materials, in preventing unfair competition and monopoly, and directing the flow of credit, the Committee believes, will cause the prompt construction of homes so urgently needed.

(Continued from page 27)

waste offal, much of which can be prevented, most of which can be used, were proper methods available in a form that would return dividends." But this is a work which the lumbermen engaged in the management of their plants and the merchandising of their product can not do. It must be done by experts, by scientists, who by research can "determine where that profit line is, and what apparatus, what process, what methods will yield that profit."

He called attention to the offer by the National association of a cash prize of \$1,000 for the purpose of encouraging activity on the part of people engaged in the lumber or logging industry to produce within the year a device that will make the greatest saving in the industry.

J. Howard Burton of New York, president of the American Wholesale Lumber Association, presented a most interesting paper on the "Problems of Lumber Merchandising." In this paper Mr. Burton argued for strict integrity in lumber merchandising, characterizing it as "good merchandising," and citing in contrast the cancellation evil and other unfair methods which have been brought to the fore during the period of depression, as "bad merchandising." He urged the need of co-operation between the various units of the lumber industry, through associations, to eliminate ethical abuses and to secure efficient production and distribution.

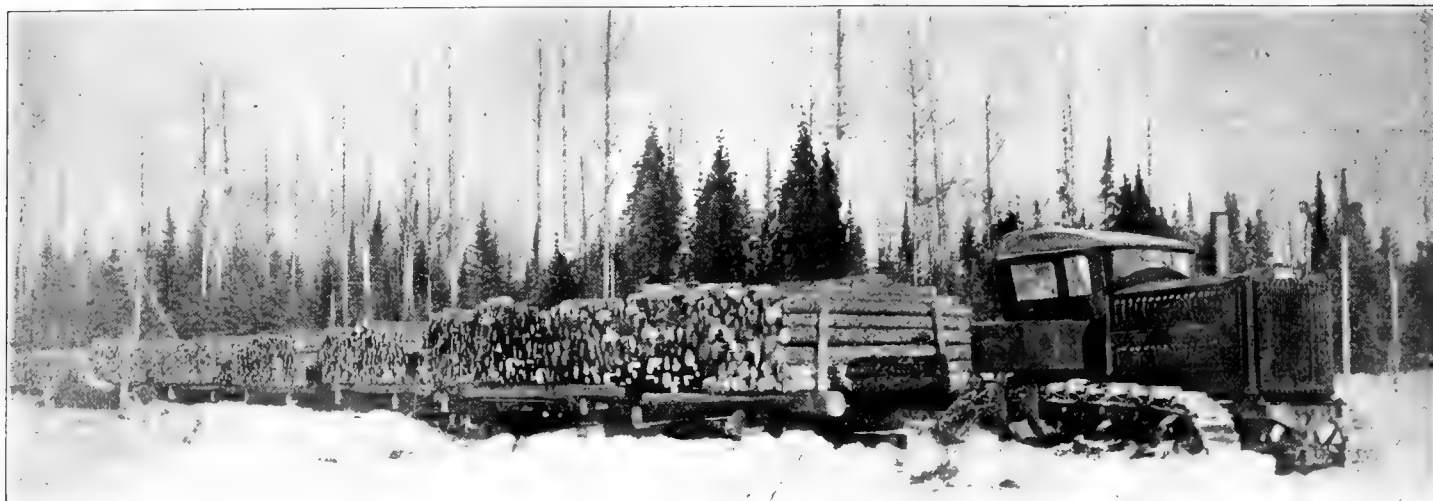
A meeting of the directors of the National Lumber Manufacturers' Association preceded the Third American Lumber Congress. At this meeting, besides the election of Mr. Kirby as president for the ensuing year, John W. Blodgett of Grand Rapids, Mich., was re-elected first vice-president; A. L. Clark of Dallas, Tex., president of the Southern Pine Association, was elected second vice-president, to succeed J. H. Bloedel of Seattle, Wash.; R. B. Goodman of Marinette, Wis., was re-elected treasurer, and Dr. Wilson Compton of Washington, D. C., secretary-manager.

All the present chairmen of the standing committees were re-elected and Mr. Kirby was authorized to appoint a delegation to represent the association at a meeting of the Chamber of Commerce of the United States.

Arrangements were completed for the national advertising campaign that will be conducted by the regional members of the National association, under the latter's auspices. It was stated that \$200,000 of the needed funds had been subscribed and that George L. Dyer, Inc., New York, will handle the publicity.



Swamp Logging with Tractors



"Caterpillar" Tractor Hauling Huge Load of Pulp Wood

The Watab Paper Company of Sartell, Minn., has recently enjoyed an experience with tractors which should prove valuable to all other operators interested in solving similar problems.

In order to keep its mill running, due to heavy losses in timber last summer both by fire and water, the Watab Company was forced to go in and log during the summer. This company had previously logged only during the winter months when the frozen ground enabled it to get into the bog and swamp with its team. This, of course, was a different matter in summer. The bog stood two feet in water, which covered a moss muck underneath which was a layer of quicksand. It was a typical "Jelly Swamp" and perhaps one of the worst imaginable specimens.

Dan Rose, superintendent of land and timber, after an extensive study of all proposed methods, believed that track laying tractors offered the only likely solution. Two "Caterpillars," one a 5-ton

and one 10-ton, were purchased and placed in the company's operation at Margie, Minn.

The bog in which the valuable timber was lying was, of course, inaccessible and the heavy 10-ton rig and the 5-ton could not operate to full capacity because the wheels of the loaded trailers would break through. After a little time spent in experimenting it was found most successful to load the wagons one at a time in the bog and to haul them from the bog to the hard road with the 5-ton tractor. This 5-ton then spotted each wagon and hauled it to the main road. As soon as a train of three wagons could be made up on the main road the 10-ton truck took the three trailers and started to the spur. By the time the 10-ton tractor returned with the empty trailers the little 5-ton had three more spotted ready for it on the main road and in this way the operations were continued uninterrupted.

(Continued on page 52)



Stopping to Have Their Pictures "Took"

KNOXVILLE

*The Leading Producing & Distributing Market
of the Southern Appalachian Hardwood Region*

Names

**Nationally Known for
Satisfactory Service**

American Lumber & Export Co.

Andes Lumber Co.

Andes-Niceley Lumber Co.

Blue Ridge Tie Co.

W. F. Cale Lumber Co.

Frampton-Foster Lumber Co.
of Tennessee

J. M. Logan Lumber Co.

Maples Lumber Co.

J. A. Rayl, Athens, Tenn.

Rayl-Jones Lumber Co.

L. H. Shaffer & Co.

Farragut Lumber Co.

Tennessee Saw Mills Co.—

Kimball & Kopcke Co.

Vestal Lbr. & Mfg. Co.

Electrically Driven Sawmills

¹By Allan E. Hall, Milwaukee, Wis.

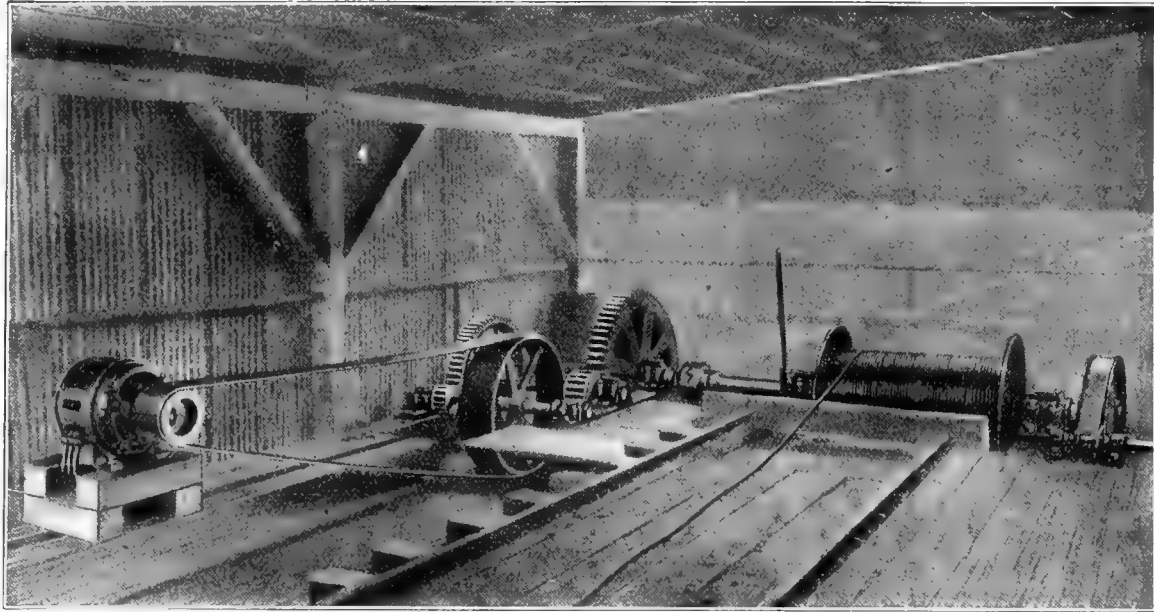


Fig. No. 8—Log Jack for Hauling Cars. Works Driven by Motor Mounted on Carriage

(Continued from March 25 Issue)

31 The average life of belts in a sawmill is not more than four years, which means a running expense of 25 per cent of the total belting cost yearly. The saving in oil, waste, etc., by changing over from shaft drive to motor drive has been estimated at 40 cents per 1,000 feet of lumber per day.

32 No attempt is made to give comparative figures for depreciation, but the lumber manufacturer's accountant should consider the low second-hand value of shafting equipment if it must be moved and refitted for new conditions, as contrasted with the easy interchangeability of motors.

33 One of the lumbermen's mutual insurance associations recognizes motor driving by a reduction of 25 cents in premium. Another association, while not specifically recognizing electric driving, usually makes a 5 per cent deduction from total premium on account of the clear and open condition of the lower floor thus produced.

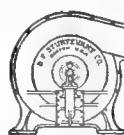
34 A gain in production of lumber is due to the employment of the constant-speed induction motor. The reduction of speed is sometimes considerable in a sawing machine which is driven through a long lineshaft, a countershaft and three belts—a common condition.

35 Separate steam engines are also sometimes used in a belt-driven plant to drive certain large machines (e. g., a gang mill) or groups of machines. These engines proportioned for their average load do not have the peak carrying capacity of equivalent motors with a large generator behind them. When the mill is driven by

several steam engines of small size a reduction of shafting equipment may be made, but each engine must carry its peak load without help. Motors of corresponding horsepower rating connected to one large generator will draw on an ample power reserve during peak loads. Two gang mills have come under the writer's observation, of the same size and make, one driven by a steam engine belted to it individually, the other motor-driven, both machines nominally running at 225 r.p.m. The engine-driven gang ran at 225 r.p.m. light and 200 r.p.m. fully loaded. The motor-driven gang ran at 225 r.p.m. light and about 223 r.p.m. loaded. As the rate of lumber feed to the gang is governed by the speed, the steam-driven gang was cutting about 10 per cent less than the other. Cases are on record where mills by simply changing from shaft drive to electric drive have increased their production 15 per cent. This problem of speed maintenance has not been sufficiently studied by sawmill operators.

Details of Motor Application

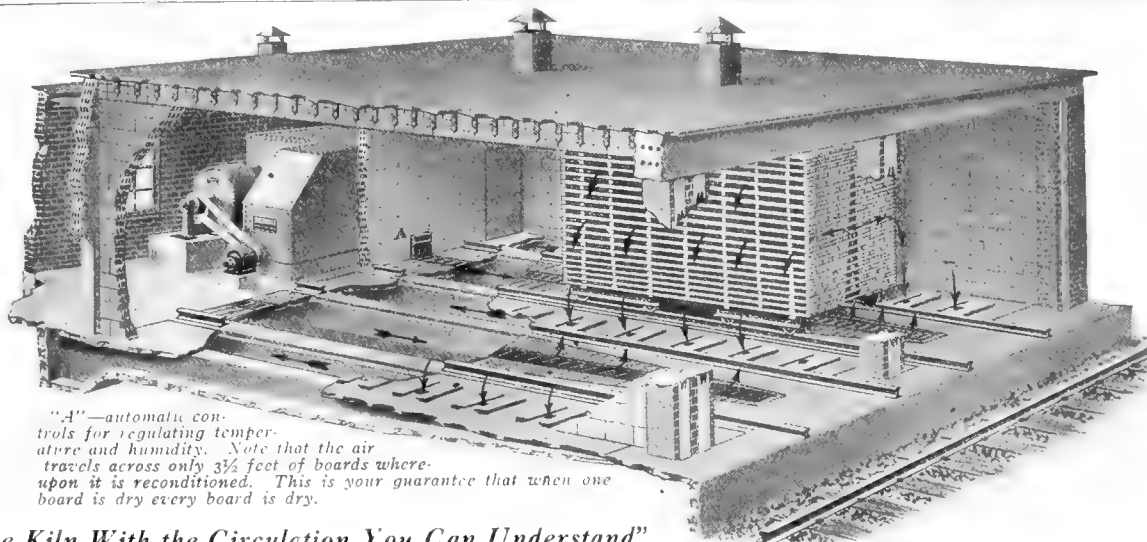
36 The equipment for hauling logs into the sawmill and cross-cutting them may be motor-driven. The remaining log-handling equipment is actuated by direct-connected steam cylinders. These steam-actuated machines are (1) the log kicker, which throws the log sideways out of the trough in which it has been hauled, into the mill; (2) the log deck stop and loader, which holds the log in position for loading and throws it on the carriage at the proper time; (3) the "nigger," a machine which turns the log between cuts so as to present different sides to the saw; and (4) the Pacific



Sturtevant

PUTS AIR TO WORK

HIGH HUMIDITY DRY KILN



"A"—automatic controls for regulating temperature and humidity. Note that the air travels across only $3\frac{1}{2}$ feet of boards where upon it is reconditioned. This is your guarantee that when one board is dry every board is dry.

"The Kiln With the Circulation You Can Understand"

B. F. STURTEVANT CO., Hyde Park, Boston, Mass.

ATLANTA, GA.

BOSTON, MASS.

CHICAGO, ILL.

NEW YORK, N. Y.

PHILADELPHIA, PA.

ROCHESTER, N. Y.

SEATTLE, WASH.

SAN FRANCISCO, CALIF.

Coast log turner, which does the same work as the "nigger" in a different way.

37 Sometimes an overhead log "canter" is used for turning logs, supplementary to the "nigger." It turns the logs by a hook attached to a chain wound on a drum and may be motor-driven.

38 Jump saws for cross-cutting boards and timbers, hinged transfer skids, the mechanism for raising press rolls on edges and gangs, and for raising saws on a trimmer, are moved by direct steam or compressed-air cylinders.

39 The carriage which holds the log while being sawed is almost always reciprocated by a steam engine through a wire rope or by a steam cylinder directly connected to the carriage itself. No electrical control system which is simple and sensitive enough has been developed.

40 All these steam-actuated devices are so simple and positive in action that there is no apparent advantage in developing electrical methods as a substitute.

41 The other principal machines are connected to the motors through flexible couplings, except band mills, band resaws and gangs. The band mills may be so driven, but there are certain objections which should be considered: the motor cuts partly through the mill floor, is inconvenient for inspection, and in the way of workmen; and motor speeds do not always match the speeds of the band mills, requiring a speed-changing device coupled between motor and band-mill arbor. Log band saw mills are built with wheels 6, 7, 8, 9, 10 and 11 feet in diameter. Irrespective of wheel diameter, the saws, and hence the wheel rims, are run at speeds up to 10,500 feet per minute—plain cast iron wheels at twice the ordinary limiting speed of engine flywheel pulleys. Another condition sometimes weighing against connecting a constant-speed motor directly to a band-wheel arbor, is that in northern hardwood mills the saws may be run at different speeds in winter and in summer. If much frozen timber reaches the saw,

operators prefer to reduce the speed 1,000 or even 2,000 feet per minute below that used when logs are clear of ice.

42 Gang mills run at such a low speed and require so much power that direct-connected motors of sufficient size would be very expensive, and standard practice up to the present has been to belt from a higher-speed motor.

43 The lumber-transporting equipment, including live rolls, chain transfers, chain and belt conveyors, is most conveniently and cheaply group-driven, though there is now a tendency to go farther in the use of individual small motors than there was a few years ago.

44 The filing-room machines for sharpening saws require little power and are arranged for mounting individual motors directly on the frame in most cases.

45 When specifying sizes for sawmill motors it must be remembered that very great and sudden peak loads are encountered, and the ratings must be larger on this account. In general, it is found that the load factor on an entire sawmill is about 60 per cent of the total nameplate rating of the motors.

46 A condensed list of the machines found in the ordinary sawmill follows, the sizes of motors suitable therefor being stated in each case.

Machines	Motor Sizes
Log jack, for hauling logs into the sawmill.....	25 to 50 hp.
Circular log cut-off saw, for dividing long logs after being drawn into the mill.....	25 to 50 hp.
Drag saw, for cutting off logs too large for the circular saw above mentioned.....	15 to 40 hp.
Overhead log canter, for turning large logs lying on the log storage deck or on the carriage.....	10 to 20 hp.
Band mill, for ripping the logs which are moved back and forth in front of it on the carriage.....	100 to 300 hp.
Circular head saw, sometimes used instead of band mill	100 to 400 hp.

Power setting machine, for moving log forward after every cut into position for the next cut. This machine is mounted on the carriage. Two types are used, one direct steam-driven, the other power-driven. The latter is used exclusively for the heaviest work, and motor may be mounted on carriage	5 to 10 hp.
Live rolls, or power-driven rolls, for transporting lumber after being sawed. These are connected and driven together in trains of 6 to 20 or more, according to the mill design; power required per roll	0.4 to 0.6 hp.
Band resaw, for further reduction of large pieces dropped by the head band mill. It may be either vertical or horizontal. The latter is used for resawing slabs as well as splitting thick stock from the head band.....	75 to 200 hp.
Transfer chain tables, for moving lumber sidewise between machines. These are of such varying length and width, according to the individual case, that no power requirement can be specified.	
Gang mill, for sawing entire log into boards at one passage through the machine. Two opposite slabs are taken off the log by the head band saw, giving the log two flat faces, after which it is fed to the gang.....	50 to 400 hp.
Edger, for ripping bark edges from the board and squaring them.....	15 to 250 hp.
Slab slasher, for dividing waste stock into short lengths for lath, stovewood, or other by-products..	20 to 75 hp.
Trimmer, for cutting ends off boards and making them of standard length.....	20 to 75 hp.
Swing cut-off saw, for hand-trimming of large timbers, etc.....	10 to 25 hp.
Timber sizer, for surfacing two or four sides of timbers at one operation.....	50 to 60 hp.
Lath bolter, for preparing lath bolts from slabs or other waste wood.....	30 to 60 hp.
Lath machine, for making lath from bolts.....	20 to 30 hp.
Hog, a grinder with knives on a revolving disk, for chipping waste wood for fuel or other purposes...	25 to 150 hp.
Planers, of great variety in size and type. The largest standard size requires about 75 hp.	
Exhaust fans, for transporting dust and shavings from planers to fuel-storage house.....	25 to 150 hp.
Chain conveyors, for transporting waste wood and sawdust, the length varying with the mill design up to about 350 feet.....	5 to 30 hp.

Swamp Logging with Tractors

(Continued from page 48)

Six trips per day were made with three wagons to a trip, landing about 65 cords per day direct from stump to car.

After five months' continuous hard use under such extremely abnormal conditions as above pictured, Mr. Rose reported to the Holt Manufacturing Company that only one day had been lost since the tractors were first placed on the job, and this was due to the breakage of a minor part which was replaced at a cost of only \$2.

Illustrations shown in this article picture the Watab Company operations during the winter. Sleighs have replaced the trailers and by this means it is possible to haul approximately three times the load that was handled during the summer. Notwithstanding this advantage, it was the ability of the tractor to successfully work against the adverse conditions which confronted it during the summer which made it possible to keep the mill running.

Pertinent Information

A Drying Schedule for Air-Seasoned Oak

The following skeleton drying schedule is recommended for the kiln-drying of air-seasoned oak. It must be remembered, however, that no mere formula in itself will insure the perfect drying of wood. The kiln operator must be trained to watch the condition of the lumber and to apply the proper remedies if things start to go wrong.

The schedule was prepared by the U. S. Forest Products Laboratory for 4/4 plain-sawed oak (highland variety), with a moisture content of 15 per cent. This moisture condition would ordinarily be reached in from 9 to 12 months of air seasoning.

Stage of kiln run in hours.	Temperature degrees F.	Humidity per cent.
1	120	100
6	120	100
12	125	85
24	125	80
36	130	70
48	130	60
60	135	60
72	135	60
84	140	60
96	140	50
108	140	50
120	140	40
144	140	40
156	145	85
168	145	85
180	145	80
192	145	25
Until dry	145	25

After the stock is dry the temperature should be held at 145 degrees and the humidity raised to 80 per cent. This condition should be maintained for 10 hours in order to balance the moisture content, thus reducing the tendency of the lumber to warp after machining.

Sodium Fluoride as a Wood Preservative

Tests made years ago indicated that sodium fluoride might be successfully used as a wood preservative, because it had high toxicity, was not injurious to metal, and was convenient to handle. Laboratory tests alone, however, are never sufficient to establish the value of any material as a wood preservative; actual service tests, even though they require years to complete, are also needed.

In order to obtain comparative durability records, the laboratory in 1914 placed sap-pine ties, treated with sodium fluoride, together with ties treated with zinc chloride and creosote, in one of the mines of Tennessee Coal, Iron & Railway Company at Birmingham, Ala. Similar service tests were also started at this time on red oak ties placed in the tracks of the Baltimore & Ohio Railway Company.

After five years of service the mine ties which were treated with sodium fluoride have been found in as good condition as those treated with zinc chloride, both showing very little deterioration. The creosoted mine ties apparently were in still better condition, while the untreated ones were in various advanced stages of decay. The red oak railway ties treated with sodium fluoride were practically all sound, as were those treated with zinc chloride, whereas a large percentage of the untreated oak ties had been removed.

Both of these tests, as well as others started later, must continue for a number of years yet before the relative value of the sodium-fluoride treatment for ties and timbers is definitely known.

Kiln-Drying Green Hardwoods

Successful kiln-drying of hardwood lumber green from the saw necessitates a very even control throughout the kiln at all times. This means that variations in temperature of even a few degrees or variations in relative humidity of 5-10 per cent are seldom permissible. Such uniformity is possible only when the heating coil is properly drained, is relieved of air, and is distributing heat uniformly along its length.

It is the contention of the Forest Products Laboratory, Madison, Wis., that the return-bend heating coil system, by bringing about more uniform distribution of heat in the kiln, enables the operator to obtain quicker and better drying than is possible with the header-coil system, as it is generally installed.

The return-bend heating coil gives a practically even heat distribution under any steam pressure. The header-coil produces different temperatures at either end of kiln, the extent of variation depending on the steam pressure, length of coils, drainage, traps, etc.

Refractory hardwoods require low temperatures, and the lower the temperatures used the more evident will be the difference in the results obtained with these two types of heating equipment. Under the same careful operation, green hardwood lumber may be turned out from kilns using the one type satisfactorily dried, and from kilns using the other type checked and overdried at one end and molded and under-dried at the other end.

Fuel Value of Wood

In heating value, one pound of good coal may be taken as the equivalent of two pounds of seasoned wood, says the Bureau of Standards, Department of Commerce. Allowing eighty solid cubic feet of wood to an average cord and assuming the sticks to be well seasoned, a cord of hickory or other heavy wood is equivalent in heat value to one ton of coal. For lighter woods, as cedar, poplar, spruce and white pine, two cords are equivalent to one ton of coal.

Equal weights of dry non-resinous woods give off practically the same amount of heat in burning; that is, a ton of dry cottonwood will give off as much heat on burning as a ton of white oak. Highly resinous woods, like some of the pines and firs, have an appreciably greater heating value per ton, because a pound of resin gives off twice as much heat during combustion as a pound of wood.

When buying wood by the cord, it must be remembered that different species vary greatly in weight per cubic foot, so that a cord of hickory has considerably more fuel value than a cord of soft maple. A cord of seasoned wood contains more wood than a cord of green wood, because of the shrinkage which takes place in seasoning.

The amount of moisture in firewood influences not only the vigor with which it burns but the amount of heat actually given off. Therefore to obtain a standard cord of wood of the greatest fuel value, thoroughly dry wood of the heaviest kind, straight in growth, cut into short lengths and with the largest diameters, should be selected. As a rule, the softwoods burn more readily than the hardwoods and the lighter woods burn more readily than the heavier ones.

In Nelson C. Brown's book, "Forest Products," the following comparisons of the fuel values of bituminous coal and certain woods are shown, the woods being dry and sound:

One cord of hickory, oak, beech, birch, hard maple, ash, elm, locust, cherry, and longleaf pine is equivalent to one ton of coal.

One and a half cords of shortleaf pine, western hemlock, red gum, Douglas fir, sycamore, soft maple, equivalent to one ton of coal.

Two cords of cedar, redwood, yellow poplar, catalpa, Norway pine, cypress, basswood, spruce, white pine are equivalent to one ton of coal.

Specializing in Alder Lumber

Alder lumber is practically unknown in eastern markets, but it is one of the best hardwoods of the Pacific Coast, though it is abundant in certain localities only. A sawmill at Issaquah, Wash., specializes in alder and western soft maple. The alder is sold to broom handle factories, furniture makers, manufacturers of brush backs, makers of wooden shoes, toys, and of ironing boards for home laundries. Two species of alder are sawed into lumber, one white, the other red. The latter is most valuable and most abundant. The wood is red like cedar, but its texture suggests yellow poplar. It is much esteemed on the Pacific coast, where hardwoods are scarce. The popular length of alder lumber is eight feet. The tree blooms in midwinter, the flowers being catkins the size of lead pencils, and the trees are often covered with bloom and snow at the same time.

Chestnut Must Be Cut to Beat Blight

Stating that the chestnut blight which has invaded West Virginia will destroy the chestnut trees of the State by 1935, G. F. Gravatt, of the bureau of Plant Pathology, United States Department of Agriculture, urges the lumbermen who own chestnut timber to cut it at once. Mr. Gravatt spent some time in 1920 with experts from the West Virginia Experiment Station in determining the extent of the blight in that State, and studied the rate of spread of the trouble. The West Virginia Experiment Station has carried on some investigations of the blight for a number of years, and until 1914 took an active part in efforts to destroy any trees found affected. Dr. J. N. Gidding, the State plant pathologist, estimates the standing chestnut timber as not far from 5,000,000,000 feet. The blight first made its appearance in the Eastern Panhandle, composed of Jefferson, Berkeley and Morgan counties, and spread west and south. The malady has also apparently extended from Pennsylvania into Monongalia and Marion counties, and from Virginia into Pocahontas and Greenbrier and other counties. The disease, in fact, has been found in not less than 17 counties of the State. The future rate of spread has been estimated from the past rate and the present known distribution in West Virginia. It is estimated that more than half of the State's chestnut trees will be affected by 1930, and that by 1932 practically the entire State will have the blight.

In Jefferson, Berkeley and Morgan counties most of the chestnut growth is now dead or rapidly deteriorating, due primarily to sap rot and checking. The sooner this stand can be utilized, the smaller the loss will be. In Mineral, Hampshire and Hardy counties there are many stands which need to be cut shortly if deterioration is to be forestalled. It should be realized, however, that each particular stand is to be considered as a separate unit. The owner of a stand of chestnut should begin cutting as soon as the blight starts in the trees or even sooner, because while poles seasoned on the stump are as good as those cut green, the breakage in handling dead trees and the large percentage which develop sap rot cause a considerable loss.

The owner of a stand of trees suitable primarily for extract wood can continue to market his trees for a number of years after they are dead, although the loss of the bark and decay of sapwood causes a considerable decrease in volume. The increased menace of loss from fire both to the

standing dead trees and to the green trees of other species in the stand makes it advisable to utilize the dead trees quickly.

Mr. Gravatt emphasizes the fact that in all cutting operations consideration should be given to the desirability of decreasing the percent of chestnut in the future stand. There is little possibility of any of the chestnut sprouts from future cutting in West Virginia attaining sufficient size to be utilized for poles and lumber, in his opinion.

Ideas in Hardwood Conservation

John A. Wheeler, forest engineer, of Cambridge, Mass., has some illuminating ideas on forest preservation that are of special interest to the hardwood manufacturers, especially in these days when so much is said and written about reforestation. He believes there should be more attention paid to the subject of wood saving, especially of hardwood saving. He says the usual custom is to take a few logs off a tree and to leave the rest of the tree in the woods to rot. He declares emphatically that not more than one half of the tree is actually taken to the mill or in any way used in the bulk of the operations going on today. He says:

"In most cases the manufacturer will say he cannot afford to take out tops and the rough parts of the tree and yet people will purchase high grade lumber and work it up into small pieces. I believe the price on low grade lumber is not in proportion to the price on high grade. Make the price on low grade so the operator can sell the half left to rot in the woods at a price it will pay to take it out.

"All articles made out of wood, especially small pieces, can be made out of this low grade with little waste and thus use up a large amount of timber now left in woods to rot and it would also be wise to cut a lot of the poorer class of trees now left to blow down or decay, for poor trees take up as much land as good ones. In this way our hardwoods, which are fast disappearing, would be greatly conserved and no one would have any great hardship worked upon them."

Reduction of Woodworking Fire Hazards

Classes for business as well as insurance men, conducted by the Milwaukee (Wis.) Fire Insurance Club, to secure co-operation toward conservation, are to be followed up by bulletins suggesting "what things to watch in manufacturing plants," to executives.

At Monday evening's class meeting, March 7, the following digest of this type was made for the lumbering and woodworking industries, containing the things that both the fire underwriter and examiner and the executive should give special attention to.

Roy L. Nicholson, one of the oldest experts on conservation in Wisconsin and Michigan, conducted the class. The digest follows:

Logging—Slashings in time become quite a menace to the logging, lumbering and woodworking business. They accumulate from trimmings, cuttings, etc. They rot in time if allowed to lay where they fall and a fire starting therein will run through like tinder. Logs are piled up, awaiting shipment. When so piled up, is the time when the first call for fire insurance usually comes. As the timberlands have been cut over more and more, the chances for fires have increased and every spring during the period between snow going off and vegetation springing up, we can expect a certain number of fires. If the snowfall was light, we can be certain of it. What causes these fires is often hard to ascertain; locomotive sparks and campers are often responsible. A fire like this may easily become a holocaust and the history of our country has many horrible examples. For prevention and protection, one can only recommend seeing that the ground around such logs is kept clean as possible of brush, slashings and dry rot, and the installation of barrels of water, with two pails at each barrel, would be a help under some circumstances. They are not valuable, however, if there are no people around to use them.

Saw Mills—It can be anything from a one-story wood shack with a boiler and circular saw to a big iron and steel structure, with detached boiler and power house. Most mills are of frame construction. Some of the smaller mills are "dry log mills," sawing logs without soaking, and these are naturally much poorer fire risks, the operation creating more dust and there being generally drier conditions. One of the principal hazards of the industry is dust and refuse. Wood dust allowed to accumulate upon walls and timbers will carry fire like a train of gunpowder, and is also subject to explosion hazards.

One of the specifications of a standard saw mill, therefore, and of other woodworking plants also, is a coating of whitewash made on government standards, or paint with fireproof paint. This coating deters fire and shows up dust accumulation. The usual saw mill in those states is of frame construction and rigid, to prevent vibration. Lighting is generally by electricity and heating by steam. Generally there is a sawing room on the second floor and a filing room on the third. There should be standpipes on each floor of two or two and one-half-inch diameter with hose attached, in sufficient quantity to reach all parts. There should in addition be either water barrels and pails or approved extinguishers. From personal experience I am inclined to favor the water barrels and pail. Where the uneducated mill hand, in case of fire, might forget how to handle an extinguisher, he instinctively knows what to do with a bucket. Smoking should be prohibited. Look for shingle or lath mill in connection with saw mills, increasing the hazard. Refuse should be burned for fuel under the boilers. Refuse burners are provided that will take the excess. The old pit is now luckily a thing of the past, the sparks coming therefrom being a constant menace. Refuse burners should be of iron and lined with brick preferably, located as far from the mill as possi-

ble. Feeding with an endless chain conveyor is desirable. Also to boilers. The boiler room should be of non-combustible material, either cut off or detached. Plants having a boiler in a frame addition to the mill itself are to be regarded as an extra hazardous risk. Watch boiler foundations and roofs, and spark arresters at the top of stacks. Sometimes one finds a jet of exhaust steam about half way up which makes draft and kills sparks. Pumps for water, both for boilers and fire protection, are generally located in the boiler room, also generators. The highest percentage of fires in saw mills is 33½, caused by sparks, and next 12 per cent by engines and boilers.

Lumber Yards—Distance from mill, or clear space between, or both; area, height of piles, fire protection, quality of ground beneath, proportion of hard and soft wood; water pails and barrels, hydrants. There should be one barrel every 150 feet apart. Principal causes: Sparks, 26 per cent; defective kilns, 24½ per cent; locomotive sparks, 22 per cent; 50 per cent of sparks of some kind.

Dry kilns—One of the main hazards, about 12 per cent of all fires in all classes starting in dry kilns; material of construction, doors, heating, blowers, pipes resting on combustible material; sprinklers or steam jets are recommended, the latter especially if the kiln is filled.

Planing Mill—Whitewash, standpipes, holes, water barrels, compare with saw mills; elimination of steam engine hazards by electrical hazards; blowers.

Shaving Vaults—Drawing, condition of floors, bottom bulges and rot; steam jets with outside valves.

Regarding woodworking in general, the most common hazards to be considered are lighting, heating and power. The finishing processes vary. All have their own hazards. Questions are how shall dip tanks be covered, electric motors protected, cleanliness, automatic devices, waste, oily rags, supplies of paints and storage; glue pots, packing materials, finished goods storage.

In conclusion Mr. Nicholson says: "Personally I would sooner approve a plant of poorer construction and not quite up to standard, where care and good management prevail, than the better built and equipped factory that is being operated in a dirty, slipshod manner."

Farm Wagon Manufacturers Eager to Standardize Dimension Stock

Manufacturers of farm wagons decided at their March 9 meeting in Chicago that it is high time to stop the waste which results from lack of standards in dimension stock sizes, and voted to co-operate with the Association of Wood Using Industries in formulating standards which will prove acceptable to the wagon manufacturers and which will be a great help to hardwood manufacturers.

This work will be in charge of W. A. Babbitt, chairman of the committees on conservation and standardization of the recently organized association.

In commenting upon the economy of standardizing dimension stock, Mr. Babbitt pointed out that there is a variation of 33 per cent in the specifications of farm wagon companies using practically the same-sized axles, neckyokes, singletrees, etc. In this connection, attention was called to the benefit that would accrue to all, if hardwood manufacturers could cut their lumber into standard sizes, knowing that they would have a market for their products at all times—that if a wagon company in one part of the country was not in the market for the stock some other company would be in a position to take it. This is not the case at present, when each concern has different specifications from the others.

Stabilizing the business of hardwood manufacturers is one desired result of the standardization movement, and this is expected to be reflected in lower costs, which will be of material benefit all down the line from the lumber producer to the user of wagons.

The wagon men also went on record as favoring any basic legislation which has as its objects the conservation of our present forest areas and a carefully prepared reforestation program.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912

OF HARDWOOD RECORD, published semi-monthly at Chicago, Ill., for April 1, 1921:

State of Illinois, } ss.
County of Cook, }

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared E. W. Meeker, who, having been duly sworn according to law, deposes and says that he is the Editor of the HARDWOOD RECORD, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editorial and business managers are:

Name of—

Postoffice address—

Publisher—The Hardwood Company, 537 So. Dearborn St., Chicago, Ill.

Editor—E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.

Managing Editor—None.

Business Managers—E. W. Meeker and H. F. Ake.

2. That the owners are (Give names and addresses of individual owners,

or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

C. W. Defebaugh, 431 So. Dearborn St., Chicago, Ill.

E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.

H. F. Ake, 537 So. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state)—None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown about is ———. (This information is required from daily publications only.)

(Signed)

E. W. MEEKER, Editor.

Sworn to and subscribed before me this twenty-second day of March, 1921.

[SEAL]

F. D. STAUP,
Notary Public.

(My commission expires Nov. 10, 1923.)

Clubs and Associations

Memphis Club Adopts Arbitration Plan

An amendment to the by-laws of the club, providing for an arbitration board to hear all disputes submitted to it voluntarily by members of the organization, was unanimously adopted by the Lumbermen's Club of Memphis at its semi-monthly meeting, Saturday, April 2. The board is to be composed of all former presidents of the club. The amendment, which is quoted below, was submitted by the law and insurance committee of the club:

"Section 2. In addition to the standing committees, there shall be an advisory board and arbitration committee, consisting of all of the ex-presidents of the club, the chairman of which shall be the last acting president. This board shall act in an advisory capacity on such matters as may be referred to it by the executive board or by the club at its regular meetings, and in addition shall have plenary power in all matters submitted to it by the club for decision.

"It shall be the further duty of the advisory board to act in the capacity of an arbitration board for the final adjustment of grievances of members, and of disputes between members or between members of the club and non-members; provided, that it shall only act as arbitrator by mutual consent of the interested parties.

"Not less than three members of the advisory board may act on any case submitted to it and a majority vote shall be accepted as final by the parties to the action.

"Any member of the board having a personal interest in any matter submitted, except matters of general interest to all club members, or who by reason of relationship or business interest would be affected by the decision of the board, is disqualified to act, and any member may be disqualified by reason of objection by one or more parties to the controversy in question, but only in this case by decision of other members of the board not less than three voting.

"Request for arbitration must be made in writing, and is available to individuals, partnerships, or corporations. The board shall have power to determine what questions it shall arbitrate, the manner in which evidence shall be submitted, and to assess any expenses incurred in the arbitration.

"Refusal to abide by the decision of the arbitration board shall automatically suspend a member from the club for a period of one year from date of said refusal, and membership can only be obtained again by application in the regular way as that of an ex-member suspended for any other reason. When a firm or corporation has several memberships in the club this penalty shall be applied to each individual representing the firm or corporation who refuses to abide by the decision."

Jones Names Committees

President T. T. Jones, of the Northern Wholesale Hardwood Lumber Association, has appointed the following standing committees for the year:

Membership—Robt. Duncan, chairman, Robt. Duncan Lbr. Co., Minne-

apolis; Enos Colburn, Enos Colburn Lbr. Co., Green Bay; R. P. Kraus, R. P. Kraus, Marshfield.

Finance—Chas. Gill, chairman, Chas. Gill Lbr. Co., Wausau; John Carter, Frank Carter Co., Menomonie, Wis.; H. Booraem, Booraem-Powell Lbr. Co., Minneapolis.

Arbitration—A. H. Ruth, chairman, G. W. Jones Lbr. Co., Chicago; J. J. Fitzpatrick, Fitzpatrick Lbr. Co., Madison; W. H. Sill, H. F. Below Lbr. Co., Marinette; H. A. Walker, Cortez Lumber Co., Chicago; H. J. Stone, H. J. Stone Co., Marshfield.

Statistical—Frank Timlin, chairman, Wheeler-Timlin Lbr. Co., Wausau; W. D. Wheeler, W. D. Wheeler & Co., Marshfield; D. Towle, W. J. Campbell Lbr. Co., Oshkosh; F. H. Peschau, Payson Smith Lbr. Co., Chicago; Fred Andrews, Steven & Jarvis Lbr. Co., Eau Claire.

Resolutions—P. M. Parker, chairman, Parker-Kellogg Lbr. Co., Minneapolis; Wm. Brown, Northern Hardwood Sales Co., Chicago; G. A. Vangsness, Vangsness Lbr. Co., Chicago.

New Traffic Association Organized

An organization known as the Central Lumber Traffic Association has been organized with headquarters in Cincinnati. The membership is composed of manufacturers and dealers of forest products in the territory of Eastern Kentucky, Tennessee, West Virginia, Virginia and Southern Ohio. W. H. Lockwood, until January 1 District Manager of the Southern Hardwood Traffic Association in Cincinnati, is general manager, with offices in the Greenwood building. The association through Mr. Lockwood will handle rate adjustments with the railroads, appeal to the Interstate Commerce Commission when necessary and serve as a traffic department in quoting rates and collecting claims for overcharges or loss and damage. Other officers are: Miles J. Byrns of the Cumberland Valley Lumber Company, chairman; D. H. Moul of the Moul Lumber Company, treasurer. The executive committee is composed of A. E. Hart, Leland Banning Lumber Company; W. C. Heyser of the W. E. Heyser Lumber Company; S. T. McLaughlin of the McLaughlin Lumber Company; W. E. Johns of the Milne, Hall & Johns Lumber Company; H. A. Hollowell of the H. A. Hollowell Lumber Company; Hartley Akin of the Cherry Lumber Company; H. O. Coleman of the Probst Lumber Company, Miles J. Byrns and D. H. Moul. All men whose interests are allied to forest products are eligible for membership. Plans for launching a membership campaign will be discussed at the next meeting of the executive committee.

Preparations for Hardwood Convention

The latest issue of the official bulletin of the National Hardwood Lumber Association has the following to say regarding the twenty-fourth annual convention of the association, that will be held in Philadelphia, Pa., at the Bellevue-Stratford Hotel, June 9 and 10:

"As preparations for our convention in Philadelphia next June go forward and prospects pertaining to the occasion begin to take definite shape, it becomes increasingly certain that this year's meeting will outclass all of its predecessors in the long line of successful meetings from which it descends. This is saying a good deal, but what has already developed fully justifies the statement.

"Plans are being made to take care of a record-breaking attendance. Indications are that in addition to the large turnout made up of all of our members and friends who regularly attend our conventions, there will be present this year strong contingents from sections which in the past have been represented but lightly, if at all, at these gatherings. This is especially so in relation to the West Virginia and the Virginia-Carolina hardwood centers and districts and other South Atlantic and Gulf territory. From New York City, Boston, Baltimore, Buffalo and Pittsburgh have come assurances that our constituents in those markets will be on hand in their respective entireties. All of the sections further west are arranging to send more than their usual convention quotas, and on the whole an unprecedented registration is certain.

"The program which is now being collated will be cast to the assured calibre of the occasion it will represent. In other words, every possible facility and resource will be drawn up to make it a masterpiece of its kind, and one which will stand as a landmark in the history of trade association conventions."

Columbus Elects Directors

At the annual meeting of the Columbus Lumbermen's Club held March 8 directors for the coming year were elected as follows: E. R. Clarridge, E. T. Castoe and R. W. Horton. The hold-over directors are D. S. Benbow, T. A. Jones and A. B. Rogers. The new board will meet soon to select officers for the coming year. W. E. Jones, who has been acting as secretary, has resigned to become effective about April 1. Mr. Jones will also resign the position as secretary of the Columbus Lumber Trade Exchange, dating from the same time. At the meeting talks were made by J. W. Mayhew of the W. M. Ritter Lumber Co., Charles Dawson of the H. H. Geisy Lumber Co., J. E. McNally of the J. E. McNally Lumber Co., and E. R. Clarridge. R. M. Lucas, an attorney for a number of business organizations, also spoke, telling of the prospects for building during 1921. He detailed building permits in Columbus for the past five years by means of charts and predicted a good deal of home and apartment building during the present year.

Sunderland Promises Good Logging Congress

The next annual meeting of the Appalachian Logging Congress, which will be held at Cincinnati, O., on April 28-30, will be a banner meeting, according to the belief of T. Sunderland of Knoxville, Tenn., secretary and treasurer.

Mr. Sunderland says that the program which is now being compiled with not only provide for the careful consideration of matters of serious interest to the industry, but also for certain very pleasant social features. W. C. Champion, who is chairman of the loggers' entertainment committee, has received the co-operation of the Cincinnati Lumbermen's Club for the entertainment of the members and also the co-operation of other important organizations in the convention city.

In a letter addressed to the members Mr. Sunderland says in relation to attendance at the Congress: "I wish to impress upon you the importance that your congress should receive the strongest support from its members possible for each and every one to give. Your executive officers have endeavored to give you the best there is in them. We have also been deeply interested in the prevention of passage of laws inimical and detrimental to our industries, and it is only through strong, thorough and unselfish co-operation that we can obtain the best results for you."



F. Sunderland, Secretary

Buffalo Re-Elects Officers

The thirty-fourth annual election of the Buffalo Lumber Exchange was held on March 11, when these officers were re-elected: President, Harry L. Abbott; vice-president, Elmer J. Sturm; secretary and treasurer, John S. Tyler. The following are the directors: Harry L. Abbott, Charles N. Perrin, Ganson Depew, Elmer J. Sturm, William G. McDonald, John S. Tyler, William P. Betts, F. Fleming Sullivan, H. A. Plumley, Arthur J. Yeager and Clark W. Hurd.

Buffalo Club Committees

Announcement has been made by Harry L. Abbott, president, of the committees of the Buffalo Lumber Exchange for the coming years. The list follows:

Membership—Harry A. Plumley, chairman; A. H. Newton, J. J. McNaughton, H. T. Trotter, F. Fleming Sullivan.

Unloading—Henry I. George, chairman; John McLeod, Shirley G. Taylor, H. E. Montgomery, C. Walter Betts, Burton H. Hurd, A. J. Elias, Fred M. Sullivan.

Arbitration—A. J. Elias, chairman; William L. Blakeslee, R. E. Fairchild, John McLeod, Harry L. Vetter.

Entertainment—William P. Betts, chairman; Harry Thorp Vars, vice-chairman; Charles N. Perrin, Fred M. Sullivan, John F. Knox, C. Ashton McNeil, Elmer J. Sturm, Arthur J. Yeager.

Finance—C. Walter Betts, chairman; Charles N. Perrin, Clark W. Hurd, Hugh McLean.

Trade Relations—J. B. Wall, chairman; W. A. Perrin, F. M. Hendricks, G. W. Little.

Transportation—Millard S. Burns, chairman; Nelson S. Taylor, R. F. Kreinheder, E. B. Lott, B. Elmer Darling.

Special of transit privilege—O. E. Yeager, chairman; A. W. Kreinheder, H. L. Abbott, W. L. Blakeslee, M. M. Wall, C. W. Betts, H. F. Taylor.

Publicity—M. M. Wall, chairman; O. E. Yeager, A. W. Kreinheder.

The exchange continues to be a lively and influential force in the business world and its meetings are drawing a large attendance.

Land Association Prepares For Annual

The annual of the Southern Alluvial Land Association will be held at Memphis, Thursday, April 28, according to announcement of Fred. D. Beneke, secretary.

The tentative program calls for a brief business session followed by an open meeting which will be addressed by Walter Howell, president of the Federal Land Bank, Louisville, Ky.

Seek Export Finances for Hardwoods

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, sent the following telegram to the War Finance Corporation at Washington April 2 on the theory that hardwood lumber

Keep Free All Quick Assets

Borrow \$100,000 Upwards

Working Capital

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CHICAGO

is a proper subject for such assistance as the corporation and other agencies of the government are preparing to extend to cotton by way of increasing export outlets therefor:

"This association, representing more than 400 hardwood manufacturers, urges that hardwood lumber be classed as a proper commodity to receive the aid of the War Finance Corporation. Unfavorable rates of exchange and inactive domestic demands, due to present depressed conditions, are forcing hardwood operators to cease production, as they cannot finance their operations without an outlet for their product.

"We understand that Europe is badly in need of hardwoods, but business is stagnant because of unsatisfactory financial conditions and rates of exchange. It is imperative that every outlet for hardwood lumber be opened up to preserve the industry and re-employ the vast number of forest products workers."

With the Trade

Open Grand Rapids Office

The Chas. W. Fish Lumber Company announces that they have recently opened an office in 616-617 Murray Building, Grand Rapids, Michigan, with F. S. Barnard in charge of this part of the Michigan territory.

The Chas. W. Fish Lumber Company is one of the largest operators in Northern Wisconsin, having an annual capacity of about a hundred million feet. Four of their mills are operating at the present time, and the fifth one, which was destroyed by fire about a year ago, is being rebuilt.

Walter F. Holzgrafe Buried at Memphis

The entire hardwood fraternity at Memphis was profoundly grieved at the untimely death of Walter F. Holzgrafe, one of the most popular young lumbermen of the south. He was buried on March 29, the funeral being conducted from his residence on Mason avenue in New South Memphis. The services were conducted by the Rev. M. Bruggeman, pastor of Trinity Lutheran Church. The body was placed temporarily in a crypt at Forest Hill Cemetery, but later may be forwarded to Indianapolis, his former home, for burial.

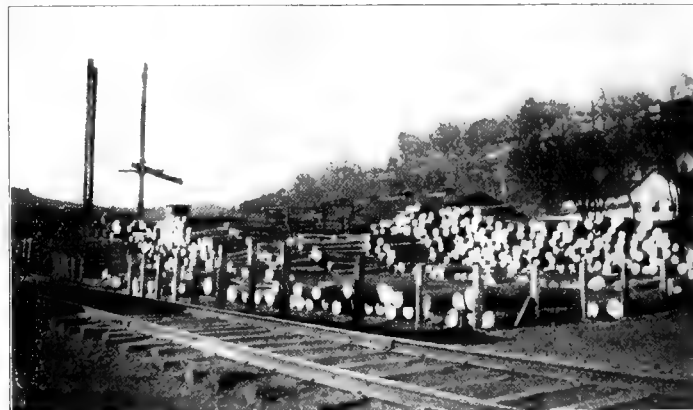
Mr. Holzgrafe had been connected with the May Brothers' firm for

twenty-one years, had held official positions in the Lumbermen's Club of Memphis and was greatly respected and admired by his colleagues.

Hoffman Brothers Company Burnside Operation

A group of most interesting photographs of the log yard and plant of the Hoffman Brothers Company operation at Burnside, Ky., has recently been received and two of these are reproduced here. It will be seen that the bulk of these logs is poplar and the whitewashed ends will indicate the care that the Hoffman Brothers Company exercises in selecting and caring for its timber.

The Burnside operation is primarily a poplar proposition and the poplar used is A-1 as to quality. It is the poplar of that section, beautiful, soft, mild textured wood, as the Kentucky and Tennessee poplar is almost, if not quite, as good as the old original Indiana stock.



Note Whitewashed Ends of Logs, Indicating Care Taken to Preserve Timber

The plant has good shipping facilities, being directly connected with the Southern railway with plenty of trackage, where cars can be loaded directly from the warehouse rain or shine. The capacity of the plant is 2,000,000 feet per month, without overtime, which means 25,000,000 feet per annum.

The operations there specialize on poplar sheet stock, but cut dimension stock for centers and faces as well. In addition to poplar, however, they are manufacturing red oak, white oak and some ash, walnut and gum.



Another View of Hoffman Log Yard, Suggesting Size of Timber Storage Facilities

Thomas Joins Woods Lumber Company

On April 1, J. E. Thomas, formerly with James E. Stark & Company, joined the Woods Lumber Company of Memphis, taking over the sales department. This company has been operating in the Memphis territory several years, and has practically completed rebuilding its band mill at Memphis, which burned last fall. The company also operates a high class circular mill at Millington, Tenn., near Memphis, which has a capacity of 50,000 feet of hardwood per day.

Company Organized to Handle Ash

The Griffith-Zellner Lumber Company has been organized in Memphis to deal exclusively in ash, getting its supplies from East Texas and West Louisiana. The company is a partnership composed of George Griffith of Memphis and B. O. Zellner of Arkansas City, Ark. As soon as arrangements can be made the offices at Helena, Ark., will be moved to Memphis. The new concern has leased the hardwood mill and yard acreage of C. B. Carothers, Inc., at Binghamton and already has 500,000 feet of ash on sticks. It is planned to increase this to 2,000,000 feet.

Mount-Gearhart Incorporated

A new wholesale hardwood firm entered the field on April 1 when Mount-Gearhart, Inc., was incorporated under the laws of New Jersey, and an office established in Newark, N. J. The officers of the new company are: Raymond I. Mount, president and treasurer; Paul H. Gearhart, vice-president. John L. Richardson is a stockholder and director. The authorized capital is \$100,000; paid up capital, \$30,000. Besides its main office at Newark, the company will maintain a southern office and yard at Johnson City, Tenn.

Mr. Gearhart and Mr. Mount will devote their attention to the merchandising end of the business, while Mr. Richardson, who is a Virginian, will have charge of the southern office and yard. Up to March 1 he was with the Boyd-Ryburn Lumber Company of Bristol, Va., and is an experienced inspector and buyer.

The company intends to make the Johnson City yard a sorting yard and carry sufficient stock to permit prompt shipments at all times. There are a great many mills located in and around Johnson City within a radius of fifty miles and the company expects to buy most of its lumber from these plants.

Timber Financing in Chicago

The Tennessee Stave & Lumber Company of Oneida, Tenn., has borrowed \$400,000 from Baker, Fentress & Company, investment bankers of Chicago, giving a first mortgage on all the property of the company, including approximately 30,000 acres of hardwood timber in Fentress, Scott and Pickett counties, Tennessee. The mortgage also covers a seven-foot band mill at Verdun and an eight-foot band mill at Louvain; also a seven-mile logging railroad, woods equipment. As a further security the stockholders of the Tennessee Stave & Lumber Company have pledged the entire capital stock of the Oneida & Western railroad, running from Oneida, a town on the main line of the Southern railroad system at Stockton, 208 miles south of Cincinnati. The road is twenty-six miles long and an excellent standard gauge line.

The Dorchester Lumber Company of Badham, S. C., has also obtained from Baker, Fentress & Company a loan of \$200,000, secured by a first mortgage on 13,543 acres of hardwood land in Jasper and Hampton counties, South Carolina, estimated to carry upwards of 95,000,000 feet of merchantable timber.

Tuttle Joins Gammage Staff

W. F. Gammage of Cincinnati, O., wholesaler and exporter of lumber staves and veneer, announces that L. S. Tuttle of Minneapolis, Minn., who was formerly in the wholesale lumber and commission business in that city, has been added to his company's staff. Mr. Tuttle will assist Mr. Gammage in the general conduct of his business, both in the domestic and export fields. Mr. Tuttle has had considerable experience in the producing and selling of lumber and in Minneapolis specialized in the requirements of industrial wood users. He spent considerable time on the west coast, studying the production of the mills, and is a graduate of the University of Minnesota College of Forestry, where he took special work in lumber and practice pertaining to the different uses of woods.

McSwine Now with Sondheimer

G. R. McSwine of Memphis was in Chicago during the recent convention of the National Wholesale Lumber Dealers' Association, having stopped in Chicago during the course of a selling tour of the northern wood using centers. This tour was under the auspices of the E. Sondheimer Company of Memphis, which Mr. McSwine has been representing since February 1. He was formerly with the Memphis Land & Lumber Company.

Dickinson Sails for Europe

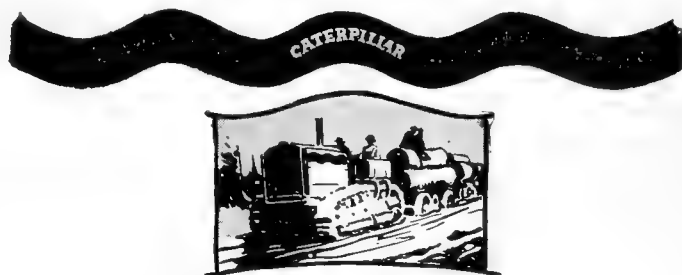
Charles C. Dickinson, vice-president and general manager of the E. Sondheimer Company of Memphis, Tenn., sailed on the S. S. "Celtic" on April 2 for a European tour. Mr. Dickinson will visit England, Scotland, France, Belgium and Holland, to study the hardwood lumber markets in those countries.

Reorganize to Increase Capital

The Dickson-Shannon Lumber Company of Memphis has just been reorganized as the Dickson & Lambert Lumber Company and the stock increased from \$15,000 to \$150,000. This is for the purpose of providing for considerable increase in scope of the business. The incorporators are: J. S. Dickson, U. S. Lambert, G. O. Watson, J. W. Canada, James L. Dickson. The officers are: J. S. Dickson, president; J. L. Dickson, vice-president; U. S. Lambert, secretary-treasurer.

Spending Million on Improvements

The Park Falls Lumber Company of Park Falls, an important division of the Edward Hines group of forest products industries, is completing work on the construction and equipment of a large new planing mill at Rice Lake, which will be ready to start operations about April 15. It is 126 by 126 feet in size, and one of the largest and most modern planing mills in this country. A year was required to build the fireproof structure. It will be equipped with two single and one twin screw resaw; a moulding, a two-side, a four-side and three matching planers; eight cut-off, two rip and two trimming saws. The grain door department is a feature. All machinery is operated by individual electric motors. The company will start work soon on a new dry kiln of large dimensions, to be ready by late fall. This work is part of a plant improvement project involving nearly \$1,000,000, which the Hines interests undertook shortly after taking over the properties of the Rice Lake Lumber Company two years ago and placing them under the ownership and jurisdiction of the Park Falls Lumber Company.



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*There is only one "CATERPILLAR"—Holt builds it



Hardwood News Notes

CHICAGO

The question of whether or not Chicago's \$100,000,000 building boom will be unleashed this spring is now being decided by the workers constituting the Chicago Building Trades Council. The death or life of the potential boom depends on how the workers vote on the proposal to accept a 25 per cent reduction in the wages for skilled labor and 30 per cent for unskilled, which would mean \$1 and 70 cents, respectively, per hour. The proposal was made by the contractors' association, which has declared that if the men accept the reduction, deferred building contracts totaling the huge sum of \$100,000,000 will immediately begin to be carried out, and within thirty days employment will be given to the 35,000 unemployed members of the building trades.

Numerous business agents of building trades locals are freely predicting that the wage cut will be accepted by a 75 per cent majority. The chiefs of the locals agreed to submit the proposal to a referendum on April 1, after having several times refused to do this and rejected the proposal.

It is said by the contractors and architects that bids now being called for on several large projects are based on a wage rate of \$1 an hour for skilled and 70 cents for unskilled labor. The inference is that if labor accepts the proposed cut these contracts will be let and if not they will be withheld. One of these projects is the \$3,000,000 postal station which the railroads are to build for leasing to the Government.

The newspapers of Chicago have been giving a great deal of attention to the efforts to get labor costs down to where the huge incipient building boom can be launched. One of the cleverest comments was a cartoon, which appeared in one of the papers, illustrating the old maxim that a "bird in the hand is worth two in the bush," in other words that \$1 and 70 cents an hour as proposed is better because the workers will get it, than their present scale of \$1.25 and 70 cents, which they are not getting.

It is reported that conferences have been under way between material men looking to a further reduction of some 20 per cent in material costs, provided labor accepts its reduction.

Among the hardwood men in Chicago during the recent conventions of the National Wholesale Lumber Dealers Association and the National

DRYING

VENEER *Proctor* PROCTOR & SCHWARTZ
also DRYERS INC.
Re-drying PHILADELPHIA, PA.

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

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Lumber Manufacturers Association are the following: G. E. Bauman, Maley & Wertz Lumber Company, Evansville, Ind.; H. W. Baker, Jr., Baker-Matthews Company, Memphis; Fred G. Christman, Christman Veneer & Lumber Company and president of the Lumbermen's Exchange, St. Louis, Mo.; L. E. Cornelius, Cornelius Lumber Company, St. Louis, Mo.; Thos. B. Coppock, S. P. Coppock & Sons Lumber Company, Ft. Wayne, Ind.; Chas. C. Dickinson E. Sondheimer Company, Memphis; W. H. Day, Wood Mosaic Company, Louisville, Ky.; Sam Thompson and M. W. Enright, Anderson-Tully Company, Memphis; Joe Thompson, Thompson-Katz Lumber Company, Memphis; Earl Palmer, Ferguson & Palmer Company, Memphis; John K. Ferguson, Ferguson Hardwood Company, Paducah, Ky.; M. J. Fox, Von Platen-Fox Company, Iron Mountain, Mich.; Ted E. Jones, F. T. Dooley Lumber Company, Memphis; Preston P. Joyes, W. P. Brown & Sons Lumber Company, Louisville, Ky.; W. W. Knight, Long-Knight Lumber Company, Indianapolis, Ind.; C. M. Kellogg Panola Lumber Company, Memphis; Walter N. Kelley, W. N. Kelley Company, Detroit, Mich.; R. J. Lockwood, Lockwood Lumber Company, Brinkley, Ark.; O. M. Krebs, McLean Hardwood Lumber Company, Memphis; U. S. Lambert, Dickson-Lambert Lumber Company, Memphis, and Hugh McLean, Hugh McLean Lumber Company, Buffalo, N. Y.

BUFFALO

The Bohn, Fischer Company has filed plans for the erection of a new planing mill to cost \$25,000. It will take the place of the one recently destroyed by fire. G. Elias & Bro. have received a permit for a sawmill, which will soon be erected at the plant.

Frank T. Sullivan has returned from a two weeks' trip to Bermuda. He has added another room to his office in Ellicott Square and will not move to the Associated Service Building, as he intended to do.

A Buffalo hardwood lumberman, who has an elegant stock of hardwood stuff under cover, announces the policy that he intends to pursue until business picks up. He says he has more than 500,000 feet of walnut, twelve inches wide and up, and 3,000,000 to 4,000,000 feet of clear fir. He bought it reasonably, but does not believe it will pay him to force a

sale of it this year. It is paid for and he will hold it until next year, when he expects to get a much better price for it than he can get now. As for buying, there is too much lumber flying around at a loss to warrant him in drawing upon stock that he values especially.

PITTSBURGH

Fred R. Babcock, of the Babcock Lumber Company, will represent the Pittsburgh Chamber of Commerce at the Convention of the United States Chamber of Commerce at Atlantic City, April 27.

E. H. Shreiner Lumber Company reports hardwood business extremely dull, and says that orders are very small and that cancellations are much too frequent.

J. C. Linehan & Company report that industrial concerns are buying very little lumber just now. Many of the plants are down and in others they are waiting apparently for lower prices.

The Baird Rees Lumber Company, which lately opened offices in the Bessemer Building is getting a fine start. C. T. Baird, Jr., is president. He was formerly sales manager of the Germain Company, of this city. A. L. Rees is secretary and treasurer. The company has a capital of \$50,000.

A new concern in Pittsburgh which will use considerable hardwood is Penn Woodenware Company, which has been organized by Max Redlich, Samuel Margulies and A. Jones of this city.

E. H. Pickett and L. D. Volk have organized a new wholesale lumber company, with offices in the Park Building. Both partners worked for a long time with Willson Bros., and are very familiar with general lumber trade and especially hardwood demand in the Tri-State territory.

The Zeigler Lumber Company of this city has increased its capital from \$50,000 to \$75,000 to extend its operations.

The Edward Dambach Lumber Company, of Evans City, Pa., has bought property at Zelienople, Pa., and will open a lumber yard shortly.

The Lange Box & Lumber Company, of Pittsburgh, has been organized by Paul W. and Louis W. Lange and Frank C. Miller of this city to do a general lumber and manufacturing business.

BALTIMORE

The Baltimore Buggy Top Company, which manufactures tops for carriages, using extensive quantities of hardwoods for the purpose, has moved into its new factory at Guilford avenue, near Chase street. This establishment, though only one story high, covers a space 90 by 150 feet, and is so constructed that two more stories can be added at any time the volume of business warrants the expansion.

The Morgan Millwork Company, sash and door jobbers with a large establishment on West North avenue, near Maryland avenue, this city, is planning the erection of a three-story addition in the near future, the addition to be used as a storage room. The company's business has been rapidly expanding and additional space is needed.

C. C. Morse of Morse Bros., Rochester, N. Y., stopped in Baltimore the week ending April 2 on the way down to his company's mill at Helen, Ga. While here he saw some of the hardwood men and exchanged views as to business conditions. He expressed the opinion that trade on the whole was quiet, with the outlook by no means clear.

Another caller was John Raine, president of the Meadow River Lumber Company of Rainelle, W. Va. Mr. Raine was making a short eastern trip, more to get a close view of conditions than with an idea of placing lumber, and he reported that he had found the requirements everywhere restricted, with buyers generally disposed to hesitate about placing orders.

Geo. B. Jobson, who is in charge of the offices of the Douglass-Walkley Company, in the Lexington Building here, has gone on a trip to Detroit, Mich., evidently to call upon the automobile trade with regard to the probable requirements in the way of hardwood lumber. After that he intended to go to the company's saw mill in Virginia to look after operations. The company formerly made its headquarters in Cleveland, but moved to be nearer to the eastern area of distribution and also to the gateways for export business.

The managing committee of the Baltimore Lumber Exchange held its monthly meeting this afternoon at the rooms of the Old Colony Club, in the Southern Hotel, but found little business to transact. The proceedings consisted largely of an informal discussion of trade conditions. W. Hunter Edwards, the president, occupied the chair.

COLUMBUS

The report of the Columbus building department for the month of March shows an increase in the number of permits issued, although a decrease in the net valuation of the buildings projected. The same tendency is shown in the comparative reports for the first three months of 1921, as compared with 1920. During March the department issued 520 permits, having a valuation of \$971,910, as compared with 301 permits and a valuation of \$1,447,710 in March of last year. During the three months just past the department issued 916 permits, having a valuation of \$1,844,155, as compared with 505 permits and a valuation of \$2,897,290 for the corresponding period in 1920.

Papers have been filed increasing the capital of the McKenzie Lumber Company of Delaware from \$50,000 to \$100,000.

H. D. Brasher, who has been in the lumber business in Columbus for a dozen years and who was head of the Brasher Lumber Company, recently

forced into the hands of receivers, has opened a commission business in the Ferris building, under his name.

Shut down since February 13 the Auglaize Box Board Company of St. Mary's, O., has opened with a full force of men.

John Bartleson of Columbus, who has been representing the Goodyear Lumber Company in Ohio territory, has changed his connection and is now associated with the Dwight Hinckley Lumber Company of Cincinnati, covering central Ohio, West Virginia and Pittsburgh.

The Screen-Strip Company of Akron has been chartered with a capital of \$25,000 to manufacture weather strips. The incorporators are Joseph S. Hunt, T. E. Hunt, David W. Laughlin, A. O. Laughlin and H. A. Norman.

The Marion Lumber Company of Marion, O., has started to erect a large shed, two stories high and 260 by 42 for storage purposes. This is being built on Oak street.

The Peter Kuntz Lumber Company of Dayton has purchased the yard and good will of the J. I. Carter Lumber Company at Urbana, O., and will in the future operate it as a branch. J. I. Carter remains as manager.

The Robert Hixon Lumber Company of Toledo has increased its authorized capital from \$200,000 to \$500,000. Robert Hixon is president and W. L. Hixon secretary.

At the annual stockholders' meeting of the American Column & Lumber Company, held recently, the following officers were elected: W. W. Stark, president; M. W. Stark, vice-president and general manager; E. M. Stark, vice-president and treasurer, and E. E. Krause, secretary.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company of Columbus, reports a distinct better feeling in hardwood circles. This is evidenced by the large number of inquiries and the fact that the majority of inquiries now are live ones. Manufacturing establishments are now coming into the market and a steady improvement from this time on its anticipated. Prices are still uncertain and irregular and there is quite a spread noted.

E. M. Stark, vice-president and treasurer of the American Column & Lumber Company, has returned from a business trip to New York, Boston and Philadelphia, where he looked over the hardwood situation.

W. M. Ritter, head of the company bearing his name, left early in April on a business trip to Washington, D. C., and other eastern cities.

The W. M. Ritter Lumber Company is operating the following mills on full time: One side of the mill at Mabon, W. Va.; a single mill at Kirkpatrick, W. Va.; one side of the McClure mill at Fremont, Va.; one side of the mill at Proctor, N. C., and one side of the mill on Knox Creek, Hurley, W. Va.

INDIANAPOLIS

The Paxton lumber yard of the Dix Lumber Company has been purchased by Joe Black of Sullivan, Ind., who will assume charge. He was former local manager for the Allen A. Wilkinson Lumber Company.

The Nappanee Lumber & Manufacturing Company, Nappanee, has filed notice that its capital stock will be increased from \$28,300 to \$300,000. Of this amount \$100,000 will be preferred stock.

The Harper Buggy Company and some adjacent building at Columbia City were destroyed by fire a week ago, causing a \$150,000 loss.

The Syracuse Table Company, Warsaw, has filed notice of its change in name to Syracuse Cabinet Company.

Because of the industrial depression last fall, the Kahler Company at New Albany, Ind., closed its plant and has just resumed operations, employing about 180 men, practically the same number employed before the plant was closed. For the past two years the company has been engaged exclusively in the manufacture of bodies for automobiles.

EVANSVILLE

After having failed to secure a verdict in his favor, Edward R. Smith, former owner of the E. Q. Smith Chair Company of this city, will attempt a second time to recover alleged damages from Daniel Wertz, hardwood lumber manufacturer, and Oscar A. Klammer, owner of several furniture factories here. Smith is suing Messrs. Wertz and Klammer for damages to the amount of \$80,000, and the case was recently tried on a change of venue in the Gibson county circuit court at Princeton, Ind., and after a long deliberation the jury was unable to reach a verdict. The case was hotly contested. Smith alleges in his complaint that he was defrauded out of his interest in the old Smith chair factory here by the defendants.

The building trades in Evansville have been idle since the first of April with but a few exceptions. The contractors of the city notified the building trades on the first of the month that they desired to reduce wages 20 per cent and to this the workers objected and refused to accept the new scale.

D. B. MacLaren, lumber dealer at Indianapolis, formerly engaged in business in Evansville, was here a few days ago on business.

The Allen Wilkinson Lumber Company at Petersburg, Ind., has a large force of men at work enlarging its lumber plant, doubling the capacity of the warehouse, building automobile garages and constructing a new planing mill. The Reel-Blue Lumber Company at Petersburg also is making a number of improvements at its plant. The building sheds of the company are being doubled in size and capacity.

George O. Worland will assist in arranging the annual Evansville Exposition that will be held at Cook's Park here this year from Sept. 20 to Oct. 1. Mr. Worland, who is general manager of the Evansville Veneer

KRAETZER-CURED GUM

Dry lumber, band sawed, edged and trimmed. Dandy widths and lengths, perfect manufacture and KRAETZER-CURING insures bright stock free from stain. We offer from our Dyersburg, Tenn., mill.

5/8 1s & 2s Sap Gum.....	3 cars
5/8 No. 1 Com. Sap Gum.....	3 cars
5/8 No. 2 Com. Sap Gum.....	4 cars
4/4 1s & 2s Sap Gum.....	1 car
4/4 No. 1 Com. Sap Gum.....	3 cars
4/4 No. 2 Com. Sap Gum.....	2 cars
5/8 No. 1 Com. Plain Red Gum.....	1 car
4/4 No. 1 Com. Plain Red Gum.....	1 car
6/4 No. 1 C&B Qtd. Red Gum.....	1 car
4/4 No. 1 C&B Qtd. Sap Gum.....	1 car
5/4 No. 1 C&B Qtd. Sap Gum.....	1 car
6/4 No. 1 C&B Qtd. Sap Gum.....	2 cars

North Vernon Lumber Mills

North Vernon, Indiana

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)
CINCINNATI, OHIO

May we quote you on
our present stocks of
Southern Hardwoods

Oak Poplar
Chestnut Ash

WILLIAMS LUMBER CO.

MANUFACTURERS

HARDWOOD LUMBER

BAND MILLS:
FAYETTEVILLE, TENN.
BASS, ALA.

FAYETTEVILLE, TENN.

Tennessee Red Cedar
(AROMATIC)

Basswood Maple
Elm Walnut

OTHER HARDWOODS

J. V. Stimson & Co.
OWENSBORO KENTUCKY

Regular Width and Lengths; Dry

Ash.....	Com. & Bet. 4/4 to 16/4
Ash.....	No. 2 Com. 4/4 to 8/4
Chestnut.....	Com. & Bet. 4/4
Red Gum.....	Com. & Bet. 4/4 to 8/4
Qtd. Red Gum....	Com. & Bet. 4/4 to 8/4
Qtd. Red Oak.....	FAS 3/4 to 8/4
Qtd. Red Oak....	No. 1 & 2 Com. 3/4 to 8/4
Qtd. White Oak.....	FAS 1/2 to 8/4
Qtd. White Oak...No. 1&2	Com. 5/8 to 8/4
Pl. Red Oak.....	FAS 4/4 to 16/4
Pl. Red Oak....No. 1&2	Com. 4/4 to 16/4
Pl. White Oak.....	FAS 4/4 to 8/4
Pl. White Oak....No. 1&2	Com 5/8 to 8/4
Poplar.....	All Grades 4/4 to 8/4

You will like our careful method of handling orders, either domestic or export for mixed or straight car load shipments.

BAND MILLS
Owensboro, Ky. Campbellsville, Ky.

Company, assisted in making the other expositions held here a marked success.

Charles A. Wolfen, head of the Wolfen West Side Lumber Company, has been elected president of the West Side Nut Club that was organized for the purpose of arranging the social events for the West Side Civic League.

SOUTH BEND

Market conditions in South Bend, Ind., remain unchanged, with the exception that the manufacturers are less inclined to cut prices than at any time since the decline started.

FAS grades in all hardwoods have stiffened up but the lower grades remain about the same. Scattering business is reported but some of the largest buyers are putting out "feelers" offering orders at certain prices which would indicate their stocks need replenishing.

MEMPHIS

The York Lumber & Manufacturing Company announces that its department for dressing, resawing and manufacture of lumber into flooring and other fabricated materials will be in operation early this month and that it will have a capacity of approximately 20 cars per day. Its mill work and other departments will not be completed under 60 to 90 days, but these will be placed in operation as soon as they are ready.

The Memphis Hardwood Flooring Company is placing its plant on a 50 per cent basis this week. It is going to continue on this basis for the time being, but will put its other machinery to work as soon as market conditions justify. This firm reports the sale of more hardwood flooring during March than during February, while its February business was substantially larger than that for January and December. It therefore regards the increase in demand as cumulative. This company has had its plant practically out of commission since early last fall.

The Kelsey Wheel Company reports a steady increase in the number of men being employed at its plant for the manufacture of spokes and other wheel parts for automobiles. It resumed operations with a small number of men February 28. Today more than 800 are employed. The management takes the view that the outlook is good, as automobile plants are resuming operations in various centers. It anticipates a steady increase in demand for wheels and wheel parts. It is not operating its plant for the manufacture of automobile bodies and no time has been set for resumption thereof. The wheel plant is consuming upwards of 100,000 feet of ash per day.

Fire, which broke out in the rear of the plant of the Arkansas Hickory Company, Memphis, engaged in the manufacture of axe handles, damaged this to the extent of \$7,500, according to estimates made by the management.

The Mobile & Ohio and the Columbus & Greenville Railroads—the old Southern Railway in Mississippi—have announced the withdrawal of the proposed flat rates between stations on these lines on logs, bolts and other rough material. This means that the net rates now in effect on such materials will be continued.

The Southern Hardwood Traffic Association has filed request with the Interstate Commerce Commission for suspension of proposed tariffs advancing rates on lumber from Memphis to Chattanooga 6 cents per hundred pounds. The advance, if allowed, will also affect lumber moving from western points to Chattanooga, via the Memphis gateway, in all cases where there are no through published rates and the movement is on combination. It will likewise apply on all lumber moving from intermediate points to Chattanooga on the Southern Railway between these two centers.

LOUISVILLE

W. R. Willett, of the W. R. Willett Lumber Co., local jobbers, is expected back shortly from New Orleans, where he attended a pine lumbermen's meeting, and has been spending a few days with friends.

W. A. MacLean, of the Wood-Mosaic Co., recently returned from a trip to Canada and the North East, to find that during his absence things had picked up materially, especially in the flooring division.

J. G. Brown, of W. P. Brown & Sons Lumber Co., has become an active director of the Louisville Water Company, an honorary position, taking up his duties on April 5.

The new mill of the I. B. Wilcox Lumber Company, of Louisville, at Burdette, Miss., has been delayed somewhat, but will probably start cutting about April 15.

At New Albany, Ind., the Kahler Company, operating a hardwood wood-working plant, now manufacturing automobile parts, has resumed operations after a close down since the holidays, having received big orders from the Ford Company, for parts for 280 autos daily.

The Knox Hardwood & Mfg. Co., Barbourville, Ky., has been chartered by Thomas Hubbard, J. M. Cole and W. R. Lay.

A verdict for W. P. Brown & Sons Lumber Company, Louisville, was returned by a jury in Judge Field's court, after two hours of deliberations, following a two-day trial of a suit of the Kahler Company, New Albany, against the Louisville concern. The Kahler company alleged breach of contract, holding that it contracted for a quantity of lumber at \$28,675, that it was not delivered, that it was purchased on the open market for \$62,750, and sued for a balance of \$34,075, representing the alleged loss on difference. However, the Kahler company could not prove its contentions.

WISCONSIN

The Wisconsin Textile Manufacturing Company, Two Rivers, has increased its capitalization from \$50,000 to \$150,000 to accommodate past and future expansion. It will engage more extensively in the manufacture of wooden textile supplies and is developing a large trade in handles for kitchen utensils and other small hardwood specialties. A new factory site, 250 by 600 feet, has been purchased and in about thirty days' time work will be put under way on the first unit of a new factory, each to be 60x180 feet, with separate dry kiln and power house buildings. During the war the concern united with the Alberts & Myer Manufacturing Company, but this division has been given a separate identity and is now known as the Two Rivers Millwork & Cabinet Company, occupying quarters of its own. Gustave C. Kirst is president and Oscar Alberts secretary and treasurer of the Wisconsin Textile concern.

The R. Connor Company of Marshfield, operating a large sawmill at Laona, is building a large hospital unit as an addition to the Lanco manufacturing group. It will represent an investment of approximately \$75,000 and will accommodate twenty patients at one time. The hospital will be ready about June 1.

The Badger Lumber & Manufacturing Company of Oshkosh has under consideration plans for another addition to its plant, supplementing an addition now under construction. It is planned to add another two-story factory, 48 by 126 feet in size, for assembling, storage and similar purposes. The building now under construction is 66 by 90 feet in size, two stories high. A new dry kiln of the Grand Rapids patented vapor type, 20 by 40 feet, is also being erected. The heating system is operated from exhaust steam heretofore wasted. The company is now employing 125 operatives and is working at full capacity.

The D. J. Murray Manufacturing Company of Wausau, one of the best known manufacturers of sawmill, planing mill and paper mill machinery and equipment, has been taken over by a group of Wausau men, including thirty of the oldest employes of the company. Donald J. Murray, president and general manager of the business since 1881, has retired. The present name will be retained by the new owners, who have elected officers as follows: President, W. L. Edmonds; vice-president, John D. Ehrman; secretary, Paul Wolfgram; treasurer, W. B. Heinemann.

The Otto H. Kindt Manufacturing Company, 1016-1024 Thirtieth street, Milwaukee, sustained an estimated loss of \$6,000 by fire of unknown origin late on the night of April 2. The main factory was 75x275 feet in size, of frame construction. No decision has been reached in regard to a new building, pending adjustment of the loss, but it is likely that a new fire-proof factory will be erected on the site.

The South Side Wood Supply Company has been incorporated at Sheboygan by A. Sucha, R. J. Juricek and J. Gore. The capital stock is \$50,000.

Arthur G. Peterson, proprietor of the Peterson Lumber Company of Kennan, was seriously injured and narrowly escaped possible death on March 24 when he was pinned beneath a log which rolled from a car that he was assisting to unload. He was rushed to a hospital at Ladysmith, where he is resting easily and recovering rapidly.

The National Parlor Frame Company of Milwaukee has been incorporated with a capital stock of \$20,000 by H. Schwantes, W. Kannapinn and Julius O. Roehl, attorney, 425 East Water street.

Fred J. Schroeder, president of the John Schroeder Lumber Company, is one of the prominent Milwaukee business men who will participate in the annual trade extension excursion being arranged by the Jobbers' Division of the Milwaukee Association of Commerce for the week of June 6 to 11.

George Schwalbe of Hartford, who formerly was engaged in the millwork and cabinet making business, has re-engaged in this trade and will specialize in commercial bodies for automobiles and motor trucks. He has purchased a set of equipment, including jointers, planers, etc.

The Hardwood Market

CHICAGO

There has been a very noticeable stiffening in the Chicago market during the past fifteen days. The increasing evidence of the scarcity of the upper grades of hardwoods has helped to bring this about, and there has been an advance in the prices of FAS oak of about \$10 on the thousand, though this can not be said to be a new level nor apply to all cases. Bargains in the upper grades are growing more scarce every day, as the slow attrition of stocks goes on. Demand is still spotted and orders in the main small. The trade is adjusting itself to the conditions of depression and is in good shape to make the long pull upward.

BUFFALO

The hardwood demand is not large, but a better feeling exists as to the outlook for trade during the spring. Buyers are not willing to take hold in any large quantity, but they are making more inquiries than a little while ago, and some concerns find trade better than it has been. Nobody

? LOOKING FOR ? DRY HARDWOODS

Here are a few items of year old stock that we want to ship quick:

All Regular Widths and Lengths

ASH—Wisconsin Brown	
No. 1 & Btr. 5/4	8 mos. dry
No. 2 & Btr. 6/4	8 mos. dry
BIRCH	
No. 1 & Btr. 4/4, 10 mos. dry (good widths and lengths)	
No. 1 & Btr. 5/4, 8 mos. dry	1 car
No. 1 & Btr. 6/4, 8 mos. dry	1 car
No. 1 & Btr. 8/4, 8 mos. dry	1 car
No. 1 & Btr. 10/4, 7 mos. dry	2 cars
BASSWOOD	
No. 1 & Btr. 6/4, 10 mos. dry	2 cars

Send us YOUR
inquiries for
NORTHERN
HARDWOODS
and HEMLOCK

Wheeler-Timlin Lumber Co.

WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH	
4/4 1st & 2nd	35,000'
4/4 Select	100,000'
4/4 No. 1 Common	50,000'
4/4 No. 2 Common	35,000'
6/4 No. 1 Com. & Btr.	20,000'
SOFT ELM	
4/4 No. 2 Com. & Btr.	75,000'
5/4 No. 2 Com. & Btr.	30,000'
10/4 No. 1 Com. & Btr.	20,000'

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

Hunt, Washington & Smith

MANUFACTURERS

SOUTHERN HARDWOODS
TENNESSEE RED CEDAR—RED CYPRESS

EXECUTIVE OFFICES

SOUTH FIFTH STREET & NASHVILLE, TENN.
CUMBERLAND RIVER

B I R C H

We have very complete stocks of
dry lumber in 4/4 to 16/4 thicknessDOMESTIC HARDWOODS, Inc. 33 West 42d Street
NEW YORK

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING

OAK AND MAPLE

*We Specialize in Less than Carload Shipments**We offer COMPLETE STOCK*

WISCONSIN OAK

"TRY US"

MAPLE

4/4" No. 1 Com. & Btr. 5 cars
 4/4" No. 2 Com. 4 cars
 5/4" No. 2 Com. & Btr. 8 cars
 8/4" No. 2 Com. & Btr. 4 cars
 10/4" No. 2 Com. & Btr. 2 cars
 16/4" No. 2 Com. & Btr. 1 car

BIRCH

4/4" No. 1 Com. & Btr. 3 cars
 4/4" No. 2 Com. 5 cars
 5/4" No. 1 Com. & Btr. 3 cars
 8/4" No. 2 Com. & Btr. 3 cars
 8/4" No. 1 Com. & Btr. 3 cars
 12/4" No. 2 Com. & Btr. 1 car

Brooks & Ross Lumber Co.

SCHOFIELD, WISCONSIN
(SALES OFFICE AND MILL)

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

claims to be doing much just at present, and it is generally agreed that the price situation is unsatisfactory. It is a buyer's market and seems likely to remain so for a while, or until the surplus stocks now offered have been considerably reduced and industrial plants get busier.

Most of the industrial plants hereabouts are feeling the effect of the business depression, and are taking lumber in only a small way, if at all. Lumbermen say the conditions here are no worse than elsewhere, and in some respects they are probably better. A widely varied line of industries helps to keep the situation from getting very bad hereabouts, and the nearness to the consuming sections of the East helps out the local yards, even though the size of individual orders is generally small.

CLEVELAND

When the weather man says: "No relief in sight," when weather is extreme, he doesn't offer much hope for the sun-baked or shivering populace, as the case may be. Such may be said to be the sum and substance of the hardwood market situation here. There apparently is no relief in sight for the dealer in these materials, as far as better demand is concerned. The entire building industry is waiting upon the controversy between the building trades organized labor here and the Building Trades Employers' Association, the one refusing flatly to accept any wage reduction while the other insists there must be a cut of 20 per cent. Lowered living costs is the argument for lower wages. As a matter of fact there is no reduction in living costs in Cleveland and vicinity, regardless of any similar condition in other parts of the country. Hence a deadlock. Hence a building strike, so to speak, on the part of the building public. Meanwhile there is plenty of material of all descriptions of hardwoods in yards here, with few takers. Prices apparently have held their own, but actually there is such a keen disposition on the part of holders to get material moving into consumption that prices are being cut in order to close any possible deals. The manufacturing interests, such as furniture, automobile and other producers, are not taking anything like seasonable quantities of material, and while there is nothing to prove it, probably are still stocked with higher priced materials that have not been worked up. In the automobile trade particularly, from which much was expected about this time, there is little coming forward in the way of new business, in spite of talk of increased production at most plants here. The game is a waiting one with dealers in hardwoods, and until the tide turns with better building, the principal outlet, little improvement is looked for.

PITTSBURGH

The lumber business in Pittsburgh has gone from bad to worse the last two weeks. The only thing that has been favorable was the weather. This was ideal for building but other conditions were so bad that very little building has gone ahead. Since March 1, many of the big steel plants in this district have shut down. Hundreds of coke ovens have been banked and several big furnaces have been put out of blast. This, along with the general shutting down in other industries, has greatly cut off the demand for hardwood lumber, so that there is very little doing in this line. The automobile business shows a little life this week and wholesalers hope to soon get some orders from these concerns. In the mining business everything is dead. Furniture and implement concerns are badly hit by the buyers' strike and are not going to buy much hardwood. Tri-State mills have been piling up quite a lot of hardwood lately, for which they find little or no demand. Railroad ties and bridge timbers are the best bets in the market just now.

BOSTON

The agreement of the building strikers to arbitrate has created a much better feeling in the hardwoods market here. The direct effect in the way of increased demand for hardwoods it is thought will be somewhat remote, but the indirect effect in the way of a better feeling in the trade, in the way of producing a confidence in the future of the market, is inestimable.

There is a general improvement in the hardwoods trade here at the present time. However, the improvement is still unevenly distributed. Some are really reporting no improvement in building, while others are having a most encouraging improvement. In the different woods, oak is dull and weakly inclined. Poplar demand is better. There continues to be improvement in demand for it for specialty boxing and for machinery. In the first and seconds demand is better than in the lower grades, Nos. 1 and 2 common, which are weak and low in prices.

BALTIMORE

Conditions in the hardwood trade are not much changed as compared with two or three weeks ago. If the inquiry seems to be a little more active than it was, it is also to be said that much hesitancy continues to prevail among the buyers with regard to the actual placing of orders. This hesitancy is attributed in the first place, of course, to the unsatisfactory general business conditions and, secondly, to the absence of stability so far as the range of prices is concerned. As long as prospective or potential purchasers see that sellers will make concessions and there is no definite limit to the returns accepted, one seller going lower than another, they will not be in a hurry to enter into commitments except to take care of such needs as cannot be put off. Covering of future requirements will be deferred and allowed to go over, receiving attention only if

there happens to be an especially attractive offer of stocks. Because of the general business conditions, for instance, the railroads are out of the market. Many of them have received no money on account of the government guarantees, and they are not in a position financially to reach out. A description of conditions abroad is largely a repetition of what has been said before, with the buyers on the other side still maintaining that they have few needs to provide for and that the prices asked are too high. Meanwhile, it is also to be said that the assortments in the foreign centers are growing smaller, so that the situation is really improved, because eventually the point will be reached where the buyers must enter the market and place orders regardless of whether they want to or not.

COLUMBUS

A steady improvement in the hardwood trade is reported in central Ohio territory during the past fortnight. This is shown especially by the larger number of inquiries coming in from all sources. A fair volume of business is being booked, as many of the inquiries are developing into orders. The tone of the market is improved materially and a more optimistic feeling is shown on all sides.

Inquiries from manufacturing plants are gradually increasing, indicating a disposition to come into the market. Automobile concerns are looking around for hardwood stocks and the same is true of furniture and box factories. Piano and coffin factories are also casting around. Dealers' stocks are light and retailers in most sections are buying to a certain extent. They are still going slow, however, as they are loath to take a chance on the future. Retailers are now selling considerable, as building operations have started slightly.

But on the whole building operations are still held up, and it is believed that the season will be late in getting under way. While contractors and architects have been busy on plans and specifications, still owners are holding up, mostly because of the high cost of labor. But this is expected to be settled soon, and building is expected to show up rather actively after the middle of the year.

CINCINNATI

While business is not at all satisfactory from a normal standpoint, yet a better inquiry and more interest has been displayed all around during the past two weeks. Business is improving, although slowly, and according to hardwood lumbermen the question today is one of price more than anything else, it being impossible to sell where the price consideration is not considered low enough. Hardwood manufacturers have come to the conclusion that the depression is in a way over, for during the past two weeks they have been getting more inquiries from sources that are expected to buy lumber before long. Demand continues to be limited, but as the industrial depression seems to be improving, there is hope for early renewal of activity in hardwoods. Building is gaining ground slowly around Cincinnati, but the apathy which has surrounded building for many months now gives signs of breaking up. Increased activity in the automobile trade here and in nearby cities has started, though in a limited way so far. Reserve stocks in the hands of factories are growing low and this will drive them into the market shortly for supplies.

INDIANAPOLIS

There can be no doubt that the demand for hardwoods, especially for construction work, is on the increase. Such increase as can be seen among the industries is slight, but it is growing in volume and there are many responsible factory heads who predict that all the woodworking factories in this section will be in full operation before fall. The furniture factories in and around Indianapolis are beginning to increase their production. Business with the manufacturers of automobile bodies is still rather quiet, but officials of the Robbin Perry Manufacturing Company and the Millsbaugh & Irish Company say they can see a revival of the demand for automobiles as spring business opens up, and they believe it only is a question of time until their business will be good. The talking machine cabinet manufacturers report their business increasing and orders gaining in volume.

EVANSVILLE

There has been little or no improvement in the trade of the hardwood lumber manufacturers of Evansville and in other towns in southern Indiana during the past ten days or two weeks. The manufacturers are feeling more cheerful, however, over the outlook, and believe that it is only a question of time until there is a change for the better. They express the opinion that as soon as building starts up and conditions get something like normal again, that prices of lumber will stiffen. Few of the large hardwood plants in this section of the state are now being operated, and many of the mills have been closed down since the first of the year. The wood consuming plants in Evansville are being operated on a schedule of from 36 to 40 hours a week, but it is believed that by the first of May many of the factories will be able to lengthen their hours.

MEMPHIS

More hardwood lumber, it transpires, was shipped from southern points during March than during any month since the serious depression in the hardwood lumber industry appeared in the late summer and early fall of

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1920. This gain, however, has been only relative and has not represented anything like a normal volume of shipments. Still, members of the trade are very much encouraged over this development, and there is a quite general disposition to believe that the worst has been seen and that the market will gradually resume normal activity. There is no tendency to expect any large gain in the immediate future. Consumers are showing entirely too much conservatism in their purchasing to raise any hopes along this line. But they are making more inquiries and those inquiries are developing into larger business. This marks a tremendous departure within itself because, for a very long while, it was practically impossible to draw live inquiries much less secure orders. The situation may therefore be said to be, to that extent, improved.

Perhaps the most disconcerting feature at the moment is the rather spotted and vacillating character of the market.

From the standpoint of prices, perhaps the best that can be said is that these are more nearly stabilized than at any time during the past few months.

Production is failing to show material increase. The majority of those operating their mills are doing so because they must take care of certain logs or because they must remove timber within a given time.

LOUISVILLE

Business is decidedly better with the Louisville hardwood trade, and most of the local jobbers and manufacturers report that orders are much more numerous, for better amounts, and that inquiries are coming more freely, and are producing business, not merely being sent out to keep in line with the market. Demand continues largely for common and better, firsts and seconds being in the greatest demand. Low grades are hard to sell, due in part to light activity in box plants, which are meeting keen competition from the fibre board and corrugated people. It is claimed that jobbers are buying better as well as planers and retailers. Interior trim and hardwood flooring are more active. Poplar siding is good, and very promising. Car builders are buying more freely, and the automobile trade is more active. Furniture lines and cabinet lines continue rather dull and the veneer and panel people are complaining. Poplar has been one of the best bets, with gum active. Quartered oak in firsts and seconds is in better demand, and a bit scarce, although there is plenty of common on the market. Plain oak has been more active. Production continues light, and with stocks being steadily reduced, and many big operators closed down, better conditions in the market are in sight.

ST. LOUIS

There is a slight increase in the demand for hardwoods. Upper grades of the principal woods have showed firmness during the past two weeks. There is a shortage of mill stocks of the better grades, as compared with heavy surpluses of common lumber.

About 45 per cent of the factory capacity of the furniture factories was in operation during March. Business has improved to the extent that orders for immediate shipment have increased over those of January and several plants which were closed down have resumed operation in part. No stock orders are being placed and the buying for summer and fall, usual at this season, has failed to develop. Due to keen competition among the furniture men further price reductions have been noticed.

The railroads have continued to remain out of the market, having done little or no buying.

MILWAUKEE

Progress is reported in all branches of the hardwood industry toward the goal of readjustment. While the demand for hardwoods remains far below the normal line, it is getting away from a horizontal trend and beginning to curve upward slowly but steadily. Conditions are not yet satisfactory, but the leaders of thought and action on the industry discern substantial reasons for adopting an optimistic view.

Much is expected as the result of the acceptance of a reduction of about 20 per cent in wages by men in the building trades of Milwaukee. New construction also is expected to be speeded up by the development of a 10 per cent reduction in freight rates in lumber from the Pacific Northwest territory. Wisconsin woodworking industries using coast lumber express much pleasure over the reduction, which they figure to be the equivalent of about \$2 per thousand. It is encouraging to note that building operations in Milwaukee during the first quarter of 1921 are nearly \$500,000 in excess of the corresponding period of 1920. The construction of large homes by well-to-do families is proceeding with vigor, furnishing some very large requirements of fancy hardwoods. Flooring of all kinds is moving better and a large business is expected during the remainder of the spring and summer.

While manufacturers of furniture and musical instruments are still operating at reduced capacity, new business is being booked at an increasing rate, as stocks in the hands of dealers are steadily depleted by consumer demand. Such industries, however, continue to buy only from hand-to-mouth, not for any reason of expectancy of lower prices, but because of the irregularity of production.

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6/4 No. 2 & Btr.....	90,000'
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HARD MAPLE

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5/4 No. 2 Common.....	175,000'
6/4 No. 1 Common.....	20,000'
6/4 No. 2 Common.....	175,000'
8/4 No. 2 Com. & Btr....	150,000'
10/4 No. 2 & Btr.....	60,000'

BASSWOOD

4/4 No. 1 & Btr.....	200,000'
4/4 No. 2 Common.....	100,000'

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Man with executive ability desires a connection with an established veneer and lumber manufacturer. Long experience in fancy woods, capable of handling the manufacturing or selling end, thoroughly familiar with all the trade and their requirements. Willing to make an investment with services. Address Box 746, care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED—YOUNG MAN

To sell hardwood, one who is familiar with territory in Ohio and Indiana; state age, experience and salary wanted. Reference required. Address Box 757, care HARDWOOD RECORD.

WANTED

For Northern office, a reliable young man of good habits and considerable experience in buying and selling high grade Southern hardwoods. State age, experience and salary. Address Box 758, care HARDWOOD RECORD.

WANTED

Experienced timberman conversant with logging operations to work in tropics getting out mahogany logs. Good references and previous experience required. Address Box 754, care HARDWOOD RECORD.

WANTED—SALESMAN

To sell hardwoods, white pine, yellow pine, etc., in New York state for old established firm. Give full particulars regarding yourself and your experience. Address Box 748, care HARDWOOD RECORD.

HARDWOOD SALESMAN WANTED

To represent Southern Hardwood Manufacturer in Indiana territory. Want man who is acquainted with consuming trade in that section. Give full particulars and salary expected. Address Box 759, care HARDWOOD RECORD.

WANTED CUTLER CURTAIN DRY KILN

Give full particulars as to size, condition, etc., in writing. OHIO UPHOLSTERING CO., Antwerp, Ohio.

TIMBER FOR SALE

FOR SALE

307 Acres Timber $3\frac{1}{2}$ miles from Poteau, Okla., saw out 3 million feet sap gum and other hardwoods. Fine veneer proposition. Or will sell land and timber. Owners, BARNES & CAMPBELL, Poteau, Okla.

SOUTHERN OREGON TIMBER LANDS

For Sale—6000 acres timber land in southern Oregon must be sold to settle an estate; 7000 acres adjacent can be purchased at reasonable price. H. C. STODDARD, Route 9, Box 743, Los Angeles, California.

FOR SALE FORKED LEAF WHITE OAK

Red Oak, Red Gum and Hickory. Several thousand acres in one body on railroad in southwestern Arkansas. Property in fee simple. For particulars address, Room 866, Hotel Marion, Little Rock, Arkansas.

HARDWOOD TIMBER FOR SALE

Tracts of fifty-one hundred and one hundred and twenty-five million feet Gum, Oak and Poplar, Georgia and South Carolina, owned by operators who do not cut hardwood. Reasonable price and terms. Deal direct with owners. J. W. BARNES, Savannah, Ga.

BIG BARGAIN IN TIMBER

Thirty-five million feet virgin Pine and Cypress timber in Eastern Carolina. Less than three dollars stumpage. Also 5,000 acres good farm land with ten million feet of Pine at \$10 per acre. Both above propositions priced to sell. Don't answer unless you mean business. W. D. HARRELL, Rose Hill, N. C.

FOR SALE

Wish to close a partnership, therefore offer at a bargain about 100 million ft. good hardwood timber—45% Birch, 30% Maple, balance Hemlock, Spruce, Pine and Elm. Rail or water transportation. Water shipment reduces freight two-thirds. R. R. freight to Detroit about \$18 per M. Water freight not over \$6. Location is such that shipments can be made to any point on the Great Lakes. Address Jno. B. Spry, 1003 Harris Trust Bldg., Chicago, Illinois.

LOGS WANTED

WE WANT TO BUY

Your cherry and black walnut logs, especially the cherry logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

PRIME BLACK WALNUT LOGS

For veneer purposes. Cable quotation to CHR. BRUUN, Copenhagen-Hellerup, Denmark.
Cable Address: "Mahogany."

WANTED

Good walnut logs 10" and up in diameter. Will inspect at shipping point and pay spot cash. J. W. FRYE LUMBER & VENEER CO., Dayton, Ohio.

MAHOGANY FOR SALE

FOR SALE PHILIPPINE MAHOGANY

Best quality, prompt shipment direct from mill. C. I. F. Quotations any port. ORIENT TRADING COMPANY, 518 East Pike St., Seattle, Washington.

VENEERS FOR SALE

HARDWOOD BURL

Have just landed here a sample shipment of a foreign hardwood burl that has a beautiful figure red color and is highly aromatic. Just the thing for highest class furniture, fancy boxes, etc., where high figure, pretty color and agreeable aroma are desired. Would be pleased to hear from parties interested. J. H. DIECKMANN, JR.

HARDWOODS AND CABINET WOODS
110 SUTTER STREET
SAN FRANCISCO, CALIFORNIA

TIMBER LANDS WANTED

WANTED—TIMBERLANDS & INCOME PROPERTIES

Any size, anywhere. Write
CHAS. A. PHILDIUS
510 E. 120th St., New York
Cedar Rapids, Iowa

LUMBER WANTED

WANTED TO BUY

1 car 2x2—27 to 30" Clear Dry Oak Squares.
1 car $2\frac{1}{2}$ x $2\frac{1}{2}$ —27 to 30" Clear Dry Oak Squares.

THE PROBST LUMBER CO, Cincinnati, Ohio.

WANTED

150,000' mill run locust sawn full 7/4 f. o. b. Front Royal, Va., rate of freight. Address Box 752, care HARDWOOD RECORD.

WANTED

Southern hardwood lumber and logs. Must be high class, well located for railroad transportation. Prices must be attractive. BOX 750, care HARDWOOD RECORD.

WANTED TO BUY

1 car 15 M pcs. $\frac{5}{8}$ x10"—40" Dry Soft Yellow Poplar S2S to $\frac{1}{2}$ x10" exact, free from excessive sap, clear one face. Bundled and stencilled for export. THE PROBST LUMBER CO., Cincinnati, O.

WANTED TO BUY

1 car Clear Dry Qtd. Red Oak.
1400 pcs. $1\frac{1}{2}$ x $\frac{1}{2}$ —18 $\frac{1}{4}$ " Qtd.
2000 pcs. $1\frac{1}{2}$ x $\frac{1}{2}$ —18 $\frac{1}{4}$ " Qtd.
5000 pcs. $1\frac{1}{2}$ x $\frac{1}{2}$ —21 $\frac{1}{2}$ " Qtd.
6000 pcs. $1\frac{1}{2}$ x $\frac{1}{2}$ —21 $\frac{1}{2}$ " Qtd.
Prefer having cut from dry lumber.
THE PROBST LUMBER CO., Cincinnati, Ohio.

LOGGING EQUIPMENT for SALE

TRANSIT CARS

When you have transit cars to offer or cannot dispose of, telephone, telegraph or write us your best prices. We can move them.

CENTRAL LUMBER COMPANY,
Indianapolis, Ind.

WE'VE GOT 'EM

No. 1 Relaying Rails and Angle Bars, for immediate shipment.

30 lb., 40 lb., 50 lb., 56 lb., 60 lb., 68 lb.,
70 lb., 80 lb., 90 lb.

Write or wire us for quotation stating tonnage and destination.

HYMANN-MICHAELS COMPANY

Peoples Gas Bldg., Chicago
New York Pittsburgh St. Louis

LUMBER FOR SALE**FOR SALE**

Two cars 8/4"—1s-2s Hard Maple.
CHAS. GILL LUMBER COMPANY,
Wausau, Wis.

WE WANT TO MOVE THREE CARS

4' Yellow Pine Lath. Make us an offer.
JOHN L. SHULTZ SONS CO., INC.,
Bakewell, Tenn.

FOR SALE

Three cars 1" No. 1 and better red and white
oak, seven months dry.
ACME BOX COMPANY
Omaha, Nebraska.

FOR SALE

10 cars No. 1 & No. 2 Common second
growth Ohio white ash, 6/4 & 8/4, 7 & 8'
long dry. S. N. BROWN & CO., Dayton, Ohio.

SEASONED RED OAK

2 cars 4/4 No. 2 and Better, and 1 car 4/4
No. 3, 8 mos. dry, 10'-12'-14' lengths, 6" and
wider. Also R. R. ties, all lengths. FRANK
E. ATWOOD, Carrollton, Mo.

FOR SALE

3 cars 4/4 No. 2 & Btr. Oak Boards.
3 " 4/4 No. 2 & Btr., Gum Boards.
Well manufactured stock, nicely assorted
widths and lengths, mostly No. 1. WARREN-
GODWIN LUMBER CO., Jackson, Miss.

FOR SALE—MAPLE AND ELM LUMBER

Two cars 10/4 Soft Elm, dry and nice.
One car 10/4 Hard Maple, dry and nice.
Also 12/4 and 16/4 Maple and 4/4" to 8/4"
White Maple, end dry.
One car 4/4 Q.S. White Oak, largely dry and
good.
Five cars 4x4 Hardwood Blocking.
G. S. STEWART COMPANY, Norwalk, O.

FOR SALE

400 M Ft. 8/4 & 12/4 Elm & Maple.
2 Cars 8/4 Cypress.
2 Cars 8/4 Hickory.
1 Car 8/4 Oak.
2 Cars 4/4 Oak.
C. WILSON, Halls, Tenn.

FOR SALE—CEDAR

15,000' 1" thick Filth sawn
45,000' 1 1/4" thick Filth sawn
42,000' 1 1/2" thick Filth sawn
dry, and runs good widths and lengths. Imme-
diate shipment from Eastern yard. Will quote
very low prices. Address Box 712, HARD-
WOOD RECORD.

WANTED**Orders for**

2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LOGS FOR SALE**FOR SALE**

300,000 ft. Birch in logs. Ready to start
sawing under National Rules. Offered as No.
3 Common and Better. Apply P. O. Box 6,
Victoriaville, Que., Canada.

MACHINERY FOR SALE**FOR SALE—FOOS FUEL OIL ENGINE**

30 H. P. Throttling governor, complete, with
pump, etc., four years old, in good running
order. SPANJER BROS., INC., 1160 Chatham
Court, Chicago, Ill.

FOR SALE—ONE 18X42 RIGHT HAND

G. F. Nagle Corliss Engine, 250 H. P., No. 20016.
In good working condition. Available for im-
mediate shipment. Would quote attractive
price to quick buyer. JULIUS BRECKWOLDT
& CO., Dolgeville, N. Y.

FOR SALE

2 80 H. P. Bollers
1 Nigger
1 Saw cab and mandrel
1 Steam Feed 7"x42"
FISCHER LUMBER CO. Kewanee, Mo.

FOR SALE

250 Dry Kiln Trucks, Channel Iron, Roller
Bearing, 6'6" long, good condition, only \$6.00
each.
CHAS. N. BRAUN MACHINERY CO.,
Fort Wayne, Ind.

FOR SALE

Since discontinuing the manufacture of ve-
neers, we are offering the following machinery
for sale: One taping machine, one 48" Royal
invincible Sander (three drum, Berlin Machy.
Co.), one knuckle joint veneer press (200 ton,
belt power), three glue kettles (Francis, two
with power stirrers). If interested, write for
full description. MICHIGAN VENEER COM-
PANY, Alpena, Mich.

FOR SALE

Whitney 30" Double Surfacar; sectional rolls
and chip breaker.
Smith 30" Finger Jointer attachment.
Porter 30" Jointer, round heads counter shaft
for the above Smith feeding attachment.
Black Bros. Revolving Glue Clamp 12' long,
20 leaves, 8 clamps to a leaf; takes stock 32"
wide.
Francis No. 290 71" perforated plate Joint
Gluer.
Mershon 44" Ideal Band Resaw; four extra
blades.
Royal Invincible 36" three drum sander re-
built.
Porter 24" Pattern Makers Lathe. 8' iron
bed; like new.
H. B. Smith No. 129A 6" High Speed Molder.
H. B. Smith 48" Endless Bed Sander rebuilt.
Tannewitz Type F. Saw Table complete.
BRUCE H. CARNAHAN
Ford Building,
Detroit, Mich.

TIES FOR SALE**CROSS TIES FOR SALE**

20,000 White Oak Ties, all sizes.
H. M. LONG & SON, Guntersville, Ala.

SWITCH TIES FOR SALE

1 Car 6x8" White Oak 8 to 16'.
1 Car 6x8" Red Oak 8 to 16'.
Fine Indiana Oak, partially seasoned.
JOHN I. SHAFER HARDWOOD CO., South
Bend, Indiana.

BUSINESS OPPORTUNITIES**FOR SALE**

Band sawmill and timber, capacity 40,000 ft.
80 Million ft. of fir, yellow pine, and sugar pine,
located in Mendocino Co., California. Sawmill
can be bought with or without timber. Will
sell half interest to a practical lumberman who
can build and operate mill. Easy terms to
right party. R. K. LARSEN, 2830 E. 14th St.,
Oakland Calif.

PLANTS FOR SALE**FOR SALE**

Veneer mill, situated in northern hardwood
section, up to date machinery. Now operat-
ing profitably. Address Box 756, care HARD-
WOOD RECORD.

DIMENSION STOCK FOR SALE**FOR SALE**

Clear Oak and Hickory split stock. Any di-
mensions. Quantity unlimited. Address R. L.
DURHAM, Purdy, Ky.

CUBAN MAHOGANY DIMENSION

We can offer several carloads dimension
stock, for high grade furniture. Will cut to
specification also in Dogwood and Persimmon.
TROPICAL HARDWOOD & EXPORT CO., 505
Marine Bank Bldg., New Orleans, La.

FOR SALE—DIMENSION STOCK

Five cars 2x2x19 dry oak. Two cars 2x2x30
dry oak. One car 1 1/2x1 1/2x30 dry oak. Two
cars 1x2x30 dry oak. One car of single trees
1 3/4x3x32 and 34 also 1 3/4x4x36. One car hickory
automobile truck spokes 2 1/2x3x12.
ACME BOX COMPANY
Omaha, Nebraska

FOR SALE

1 Car 1 1/2x1 1/2, 6' & 8' Clear Oak bending
strips.
1 Car 2x2 3/4, 3' 4" & 3' 8" Sawed felloes.
1 Car 1 1/2x2 1/4, 3' 4" & 3' 8" Sawed felloes.
1 Car 1 1/2, 2, 2 1/4"—19, 24, 38" Dry Oak
squares.
Inquiries solicited for Wagon, Implement and
Furniture Dimension. Box 61, Panola, Ala.

CLASSIFIED ADVERTISING DEPARTMENT—Continued

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J. F. Mueller & Son Co.

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmueller, Hamburg

WOOD BROKERS & AGENTS

CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

**HELLERUP-COPENHAGEN
DENMARK**

Present address to Nov. 15, Hotel Astor, New York, N.Y.
Cable Address: "Mahogany"

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

ASH	3/4" Select & Better
4/4-16/4" Nos. 2 & 3	4/4" No. 1 Shop
BEECH	8/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	4/4" No. 1 Common
COTTONWOOD	1" No. 2 Common
1" Box Bds., 8-17", 40%	8/4" No. 2 Common
14' & 16' Band Sawn	YELLOW CYPRESS
1" FAS Band Sawn	4/4" No. 1 Com., 1x10", 60% 14' & 16'
1" No. 1 Com., Bd. Sawn	ELM
1" Log Run, 75% No. 1 & B.	10/4" Log Run, 75% No. 1 & Better
RED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northern Office: Lumber Exchange, Chicago. Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Southern Office: Central Bank Bldg., Memphis, Tenn. Mills: Drew, Miss.; Osbeck, La.; Lake City, Fla.

SPECIALS FOR SALE

150,000' 1" nice Wisconsin White Pine, log run. Not mixed with Norway, jack, tamarack or balsam. 20,000' 2x6 & 2x8 White Pine, for window and door frames.

50,000' 1" & 2" Norway, log run, largely 16', 18' and 20'.

1,000,000' 1" & 2" hemlock, No. 3 & Better. Anything you want.

BIRCH	12/4" No. 1 & B. 30,000'
1" No. 1 C&B. 100,000'	CRATING STOCK
5/4" No. 1 C&B. 50,000'	1".....No. 3 Basswood
6/4" No. 1 C&B. 50,000'	1", 1 1/4" & 2"
8/4" & 10/4" No. 1 C&B. 20,000'	1".....No. 3 Birch
HARD MAPLE	1".....Hard Maple
1" Log Run.....100,000'	1".....Soft Maple
5/4" No. 1 Com. 15,000'	1".....No. 3 Hemlock
6/4" No. 1 C&B. 20,000'	1x4.....Hemlock Stps.
2" No. 2 & Btr. 180,000'	2x6.....Birch Hearts
10/4" No. 1 & B. 45,000'	3x6.....Maple Hearts
	4x6.....Maple Hearts

PROMPT SHIPMENT

C. P. Crosby, Rhinelander, Wis.

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

LUMBER FOR SALE

BUTZ LUMBER CO.

I. O. O. F. Bldg., Wilmington, Del.

Have you tried our "Lufty" band sawn hardwoods? A large proportion of the inferior logs are used for the manufacture of pulp and acid wood. Therefore, you can see that we have a superior assortment of lumber to select from when making our grades.

KINDLY SEND US YOUR INQUIRIES

for

Hardwoods and White Pine

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 8/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

LOG RUN, 4/4-8/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., white, 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN, 10/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

FAS, white, 6/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4", all wdths. & lgths., 13 mos. dry; NO. 1 & BTR., 6/4", all wdths. & lgths., 13 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C. & SEL., 4/4", good wdths. & lgths., 4 mos. dry; NO. 2 & 3, 4/4", 5/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

ALL GRADES, 5/8-16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 8/4, 10/4, 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, white, 4/4-16/4"; NO. 1 C., white, 4/4, 5/4, 6/4"; NO. 1 C. & BTR. 8/4"; NO. 2 C., 4/4, 5/4, 6/4". E. SONDHEIMER CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 6-12 mos. dry. J. V. STIMSON, Huntington, Ind.

COM. & BTR., 4/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; LOG RUN, 6/4, 8/4, 10/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4, 5/4", reg. wdths. & lgths., 3-4 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 4/4, 12/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 6 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4". WOOD-MOSIAC CO., INC., Louisville, Ky.

NO. 2 & BTR., 4/4", good wdths. & lgths., 9 mos. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & std. lgths., 1-2 yrs. dry, good text. northern. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

FAS, 4/4-8/4", reg. wdths. & lgths., dry; NO. 1 C. & SEL., 4/4", good wdths. & lgths., dry; NO. 2 C., 4/4, 6/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 COM. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4", all wdths. & lgths., 13 mos. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 3, 4/4, 5/4"; NO. 2 C. & BTR., 4/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, NO. 1 C., NO. 2 C., all 4/4", reg. wdths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. wdths. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSIAC CO., INC., Louisville, Ky.

BEECH

LOG RUN, 6/4". ANDES NICELY LBR. CO., Knoxville, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 3/4, 4/4, 6/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 5/4, 10/4", 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, SEL., both 4/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 50-60% FAS, 8/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 5/4, 6/4", all wdths. & lgths., yr. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 1x5" & wider, 5/4, 6/4"; NO. 2 C., 1x5" & wider, 5/4, 6/4"; NO. 3 C., 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4", reg. wdths., std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

CEDAR

LOG RUN, Tenn. red. ANDES NICELY LBR. CO., Knoxville, Tenn.
COM. & BTR., red 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 3/4-16/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

SD. WORMY & BTR., 5/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & SD. WORMY, 4/4". FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C. & BTR., 25% FAS, 4/4", 6/4", good wdths., 50%, 14-16", yr. dry; SD. WORMY, 4/4", good wdths., 40%, 14-16", 8 mos. dry; W. Va. band sawn; SD. WORMY, 6/4, 8/4", good wdths., 40%, 14-16", yr. dry; N. C. stock; SD. WORMY, 4/4", good wdths., 35%, 14-16", yr. dry; N. C. stock. GEO. D. GRIFFITH & CO., Lumber Exchange Bldg., Chicago, Ill.

NO. 1 C., 4/4", Louisville, Ky., stock. NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, NO. 1 C. qtd. SD. WORMY, FAS WORMY, all 4/4", reg. wdths. & lgths., shipping dry; SD. WORMY, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

LOG RUN, 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, NO. 1 C., NO. 2 C., all 4/4"; BOX BDS., 4/4", 13-17"; PANEL, 4/4", 22" up. NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4, 5/4, 6/4"; NO. 1 C., 4/4, 6/4"; NO. 2 C., 4/4, 6/4"; NO. 1 & 2 C., 5/4". E. SONDHEIMER CO., Memphis, Tenn.

FAS, 4/4", 13" & up, and 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 2 C. & BTR., 4/4-6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & BTR., red, 4/4 & 8/4", ran. wdths. & lgths., 5 mos. or over dry. CORNELIUS LBR. CO., St. Louis, Mo.

SELS., soft yellow, 4/4, 5/4"; NO. 1 SHOP, soft yellow, 4/4"; NO. 1 C., soft yellow, 4/4", 1x8"; NO. 2 C., soft yellow, 4/4", 1x8"; SHOP & BTR., soft yellow, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

SHOP & BTR., 4/4, 5/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

SEL., NO. 1 & NO. 2, all 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

FAS, 4/4, 5/4"; SELS., 4/4, 5/4"; NO. 1 SHOP, 4/4, 5/4"; NO. 2 SHOP, 4/4"; NO. 1 C., NO. 2 C., both 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4", 8/4"; SEL., 4/4"; NO. 1 C., 1x4, 6, 8, 10, 12"; NO. 2 C., 1x4 to 12"; SEL. & SHOP, 6/4"; PECKY, 8/4"; NO. 1 & 2 C., 2x6; SEL. & BTR., 10/4, 12/4, 16/4". E. SONDHEIMER CO., Memphis, Tenn.

SELS., 4/4, 5/4, 6/4"; reg. wdths. & lgths.; NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4", 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4", 6, 8, 10", reg. lgh. NO. 2 C., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 6/4, 8/4, 10/4 & 12/4", reg. legths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM-SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 3 mos. or over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 6/4, 10/4, 12/4", ran. wdths. & lgths., 6 mos. or more dry; NO. 2 C., 6/4", ran. wdths. & lgths., 6 mos. or more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4-12/4", std. wdths. & lgths. DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

FAS, 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 2 & BTR., 6/4", reg. wdths. & lgths., 15 mos. dry; NO. 1 & BTR., 10/4", reg. wdths. & lgths., 13 mos. dry; NO. 3, 4/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 6/4", ran. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

LOG RUN, 4/4-12/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

LOG RUN, 4/4, 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4 & 12/4", reg. wdths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4/4, 14/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 & BTR., 6/4", good wdths. & lgths., 20-25% FAS, yr. dry. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

ELM-ROCK

LOG RUN, 8/4", ran. wdths. & lgths., 6 mos. or more dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4 & 8/4"; NO. 3 C., 4/4 & 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

GUM-PLAIN RED

NO. 1 C. & BTR., 4/4, 8/4". C. B. COLBORN, Memphis, Tenn.

NO. 1, 4/4, 5/4, 6/4, 8/4", ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

FAS, 4/4". JOHN HANSEN LBR. CO., 1118 Lumber Exchange Bldg., Chicago, Ill.

NO. 1, 4/4", ran. wdths. & lgths., 6 mos. dry; NO. 1 C. & BTR., 6/4", ran. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 C. & BTR., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 5/4-8/4"; NO. 1 C. & BTR. SND., 4/4-16/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 8/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 & BTR. SND., 3/4"; FAS, fig. 5/4, 8/4"; NO. 1 C., fig. 4/4, 8/4". FRANK A. CONKLING CO., Memphis, Tenn.

FAS, 4/4, std. wdths. & lgths.; NO. 1 C., 4/4", std. wdths. & lgths. DICKSON-LAMBERT LUMBER CO., Memphis, Tenn.

FAS, 8/4". JOHN HANSEN LBR. CO., 1118 Lumber Ex. Bldg., Chicago, Ill.

NO. 1 C. & BTR., 8/4", ran. wdths. & lgths., yr. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

COM. & BTR., 4/4-8/4". S. N. D. KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 & BTR., Snd., 6/4 & 8/4", reg. wdths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths.; COM. & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-SAP

BOX BDS., 4/4", 9-12 & 13-17", reg. lgths., 3 mos. and over dry; NO. 2 C. & BTR., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C. & BTR., 4/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", ran. wdths. & lgths., 6 mos. or more dry; LOG RUN, qtd., 8/4", ran. wdths. & lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

FAS, 4/4, 5/4"; NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

FAS, 5/4", 18" & up; FAS, 5/8". FRANK A. CONKLING CO., Memphis, Tenn.

NO. 2, 4/4", ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

FAS, NO. 1 C., both 5/8-5/4", std. wdths. & lgths. DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 2, 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

FAS, NO. 1, NO. 2, all 4/4", ran. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

NO. 2 COM. & BTR., 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 2 & BTR., 4/4, 5/4, 6/4", good wdths. & lgths., 6 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 5/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 & Btr. qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 4/4-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-MISCELLANEOUS

NO. 2 C., pl. tupelo, 4/4", ran. wdths. & lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, tupelo, 4/4"; NO. 1 C. & BTR., sap & red, 4/4, 5/4, 6/4"; NO. 1 C. & BTR., qtd. sap & red, 4/4, 5/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 TUPELO, 5/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., black, 4/4", good wdths. & lgths., 4 mos. dry; DOG BDS. NO. 2 C. & BTR., 6/4, 8/4", good wdths. & lgths., 4 mos. dry; NO. 2 C. & BTR., tupelo, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., black, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

HICKORY

LOG RUN, 5/4, 8/4, 10/4", ran. wdths. & lgths., 6 mos. or more dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

HICKORY

LOG RUN, 6/4", ANDES-NICELY LBR. CO., Knoxville, Tenn.

LOG RUN, pecan, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, NO. 2 & 3 C., both 8/4", ran. wdths. & lgths., 6 mos. dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN PECAN, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 4/4-12/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4", ran. wdths. & lgths., 6 mos. or more dry. BREECE MFG. CO., Portsmouth, Ohio.

MAGNOLIA

NO. 1 & BTR., 4/4". JOHN HANSEN LBR. CO., Chicago, Ill.

NO. 2 & BTR., 4/4-8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE-HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 8/4", 6" & wider, 8" & longer, yr. dry; NO. 1 & BTR., 10/4", 5" & wider, 6" & longer, yr. dry; NO. 1 & BTR., 16/4", 5" & wider, 8" & longer, yr. dry. CHAS. GILL LBR. CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-12/4"; QTD. SAWED, 5/4, 6/4, 8/4; END DRIED, white, 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 4/4"; NO. 1 & 2 C., 4/4, 5/4, 6/4"; NO. 3 C., 4/4"; NO. 2 C., 8/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

FAS, with 30% SEL., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". WOOD MOSAIC CO., Louisville, Ky.

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4. No. 2 & Bet. 6/4. No. 2 & Bet. 6/4. No. 3 Com.
SEND US YOUR INQUIRIES

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 & BTR., 4/4", good wdths. & lgths., 9 mos. dry, 25% FAS. C. H. WORCESTER CO., NOT INC., 19 S. La Salle St., Chicago, Ill.

OAK—PLAIN RED

COM. & BTR., 4/4", NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 & 2 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", ran. wdths. & lgths., 6 mos. or more dry; NO. 2 C., 4/4", ran. wdths. & lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 18 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS, 4/4", ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4, 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, NO. 1 C., NO. 2 C., all 4/4". FARRAGUT LBR. CO., Knoxville, Tenn.

FAS, 4/4", ran. wdths. & lgths., 6 mos. dry. JEROME HARDWOOD LBR. CO., Jerome, Ark.

FAS, 3/4", 6-10"; NO. 1 C., 8/4", KOSSE, SHOE, & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

NO. 1 C., 3/4, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/8", reg. wdths. & lgths., 5 mos. dry; NO. 2 C., 3/4", reg. wdths. & lgths., 4 mos. dry; FAS, 4/4", reg. wdths. & lgths., 5 mos. dry. LAMB-FISH HARDWOOD CO., Charleston, Miss.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; SELS, 5/8, 3/4, 4/4; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 3/4-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 8/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4"; NO. 1 C., 4/4, 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 3/4", reg. wdths. & lgths.; NO. 1, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4", 6-10". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN 4/4, 6/4". KRAETZER CURED LUMBER CO., Charleston, Miss.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, 4/4 & 5/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 3/4-8/4", reg. wdths. & lgths., J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4, 5/4", NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4; NO. 2 & 3 C., 4/4". ANDES-NICELY LBR. CO., Knoxville, Tenn.

NO. 1 C. & SEL., 4/4", ran. wdths. & lgths., 6 mos. or more dry; NO. 2 C., 4/4", ran. wdths.

& lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 18 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS, 4/4", ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 C., 5/8-6/4", std. wdths. & lgths. DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4". FARRAGUT LBR. CO., Knoxville, Tenn.

NO. 1 C., 3/8, 1/2", 5/8". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

LOG RUN, 4/4-6/4". KRAETZER-CURED LBR. CO., Greenwood, Miss.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4, 8/4", reg. wdths. & lgths., shipping dry; SEL., 4/4", reg. wdths. & lgths., shipping dry. NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., shipping dry; NO. 2 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 5/8-16/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 1 C., 4/4, 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 4/4, 5/4, 6/4, reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 & 2 C., 5/4 & 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., both 5/8-6/4", std. wdths. & lgths. DICKSON-LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4". JOHN HANSEN LUMBER CO., Chicago, Ill.

FAS, 3/8, 5/8, 8/4", 6-10"; NO. 1 C., 3/8, 1/2, 5/8, 3/4, 6/4". KOSSE, SHOE & SCHLEYER CO., St. Bernard, O.

ALL GRADES, 1/2-10/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 4/4, 5/4", 60% 14-16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., shipping dry. W. M. RITTER LBR. CO., Columbus, O.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 1/2-8/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

FAS, NO. 1 C., both 4/4"; NO. 1 C., 1/2". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., 3/4, 6/4"; NO. 1 C., 5/8, 4/4, 5/4"; NO. 2 C., 4/4; CL. STRIPS, 4/4", 2 1/2-5 1/2". NO. 1 C. STRIPS, 4/4", 2-5 1/2". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. THE ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., pl., 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. and over dry; SD. WORMY, 3/4, 4/4, 5/4, 6/4", pl. reg. wdths. & lgths., 3 mos. and over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY, pl. mixed, 4/4", ran. wdths. & lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 2, 4/4, ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 3 C., mixed, 4/4", reg. wdths. & lgths., 6 mos. dry; CORE STK., 4/4", reg. wdths. & lgths., 6 mos. dry. LAMB-FISH HARDWOOD CO., Charleston, Miss.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

NO. 3 C. & BTR., 4/4", good wdths. & lgths., 4 mos. dry; DOG BDS., NO. 2 C. & BTR., 6/4, 8/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SD. WORMY, COM. & BTR., 4/4"; NO. 1 C., pl., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., pl. & qtd. red, 4/4, 5/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., mixed 4/4", good wdths. & lgths., 25% FAS, yr. dry. C. H. WORCESTER CO., not Inc., 19 S. La Salle St., Chicago.

NO. 1 C. & BTR., pl., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1, 4/4", ran. wdths. & lgths., 5 mos. dry, band sawn. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 1 & BTR., 4/4". FARRAGUT LBR. CO., Knoxville, Tenn.

ALL GRADES, 5/8-12/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4/4, 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 5/8, 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 5/8-8/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4 & 5/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CL. SAP, NO. 1 C., both 5/8 & 4/4", reg. wdths. & lgths., NO. 2, A. & B. C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, pl., 4/4", ran. wdths. & lgths., 6 mos. or more dry; LOG RUN, qtd., 4/4", ran. wdths. & lgths., 6 mos. or more dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, 4/4". BROWN-EVERTS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4", good wdths. & lgths., 4 mos. dry; NO. 2 & 3 C., 4/4", good wdths. & lgths., 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

COM. & BTR., 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C., 4/4, reg. wdths. & lgths., dry; NO. 1 C., qtd., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON & CO., Owensboro, Ky.

WALNUT

NO. 2 C. & BTR., 4/4", good wdths. & lgths., dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

ALL GRADES, 5/8-8/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8", 6-10", 8-16", 6 mos. dry; FAS, 3/4", 6-10", 8-16", yr. dry; FAS, 4/4", 6-10", 6 & 7", 8 mos. dry; FAS, 4/4", 10" and up, 6 & 7", 8 mos. dry; FAS, 4/4", 6-10", 8 & 9", 10 mos. dry; FAS, 4/4", 6-10", 8-16", 6 mos. dry; FAS, 4/4", 5/4", 10/4", 6-10", 8-16", 8 mos. dry; FAS, 5/4", 6-10", 6 & 7", 6 mos. dry; FAS, 5/4", 6-10", 8-16", 8 mos. dry; FAS, 6/4", 6-10", 6 & 7", 6-10 mos. dry; FAS, 6/4", 6-10" & up, 8-16", 8 mos. dry; FAS, 8/4", 6-10", 8-16", 8 mos. dry; FAS, 8/4", 10/4", 10" & up, 8-16", 10 mos. dry; FAS, 12/4", 6-10" and 10" & up, 8-16", 15 mos. dry; FAS, 16/4", 6" & up, 8-16", 20 mos. dry; NO. 1 C., 5/8", 5/4", 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 3/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 1 C., 12/4", reg. wdths. & lgths., 15 mos. dry; SEL., 4/4", reg. wdths. & lgths., 6 mos. dry; SEL., 5/4", 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 5/4", 8/4", reg. wdths. & lgths., 6-10 mos. dry; NO. 2 C., 6/4", reg. wdths. & lgths., 8 mos. dry; SEL., 6/4", reg. wdths. & lgths., 10 mos. dry. FRANK PURCELL WALNUT LBR. CO., Kansas City, Kan.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designator.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 64)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-10) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Atlas Lumber Company
Cincinnati, Ohio
Mills at CAMP RUN, PICKENS and RICHWOOD,
WEST VIRGINIA

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 12)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 88)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark.; Lake Providence, La.

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

(*See page 63)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 76)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 59)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 13)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Seldom have the elements of Beauty, strength and usefulness been so happily combined as in oak.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page 47)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bot. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 28,765,000,000.

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 72)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Bir. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 15)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
155 Madison Ave. **Memphis, Tenn.**

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 60)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 35)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page 74)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Lucas E. Moore Stave Company

MANUFACTURERS and WHOLESALERS
of all kinds of
*Southern
Hardwood Lumber*

SPECIALTIES

RED and SAP GUM
TUPELO or BAY POPLAR
FIRM TEXTURE WHITE ASH

Mills and Dry Kilns
MOBILE, ALABAMA

Sales Office: New Orleans, La.



*Any Time You Get
as Good as the*

RED BOOK

You can't get any
better credit book.

It's the real authority to consult on lumber buyers,
wholesale, retail and manufacturers.

Specially good on collections too

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO and NEW YORK

Von Platen-Fox Company

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

BASSWOOD

5/4 No. 1 Common & Better.....	100 M'
5/4 No. 2 Common.....	100 M'
6/4 No. 1 Common & Better.....	100 M'
8/4 No. 1 Common & Better.....	40 M'
10/4 No. 1 Common & Better.....	15 M'
12/4 No. 1 Common & Better.....	10 M'
16/4 No. 1 Common & Better.....	15 M'

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

We Offer for Prompt Shipment

MAPLE		BEECH	
4/4" No. 1 C&B Qtd...	14,000'	6/4" No. 2 C&B.....	153,000'
4, 5, 6 & 8/4" Birdseye	4,000'	BASSWOOD	
5/4" No. 1 C&B Qtd...	3,000'	4/4" No. 2 C&B.....	33,000'
5/4" No. 1 C&B End Dried	3,000'	4/4" No. 3 Common....	19,000'
White	500,000'	BIRCH	
6/4" No. 1 C&B End Dried	3,000'	4/4" No. 2 C&B.....	116,000'
White	50,000'	4/4" No. 2 Common....	16,000'
6/4" No. 2 C&B Soft...	50,000'	SOFT ELM	
10/4" FAS Hard.....	12,000'	4/4" No. 2 C&B.....	26,000'
MAPLE AND BEECH		12/4" No. 2 C&B.....	20,000'
4/4" No. 3 Common....	57,000'	4/4" No. 3 C&B.....	OAK
5/4" No. 3 Common....	45,000'	4/4" No. 3 C&B.....	CHERRY
6/4" No. 3 Common....	310,000'		
6/4" No. 3 Common....	181,000'		
5/8" No. 2 Common....	102,000'		

EAST JORDAN LUMBER CO.
EAST JORDAN, MICH.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

When in Need of Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

MANUFACTURERS

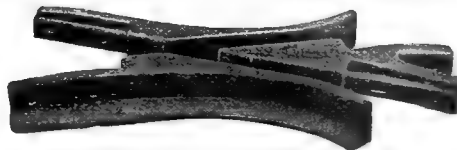
**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City Michigan



Frogs, Switches, Track, Cars in Stock

Write for Bulletins and Prices



KOPPEL INDUSTRIAL CAR AND EQUIPMENT COMPANY

KOPPEL, PENNSYLVANIA

SALES OFFICES: NEW YORK, CHICAGO, PITTSBURGH, SAN FRANCISCO, DETROIT

ATKINS-COLEMAN

Feed Roller

SINCE purchasing the equipment and good-will of the Coleman Feed Roller Company, Vredenburgh, Alabama, several months ago, we have installed the machinery in our new feed roller department at Indianapolis.

Our workmen are experienced and understand the manufacture of this product thoroughly.

Just at present we are busy on orders from mills where repair work is going on preparatory to a larger and better output of lumber.

If you are not using Atkins-Coleman Feed Rollers, let us quote you on a complete installation.

If you need Feed Bars for equipment now in use, send your order to our nearest factory or branch house.

Have just shipped to E. E. Jackson Lumber Company, Riderwood, Alabama, for account of Allis-Chalmers Manufacturing Company (see illustration) the

Largest Feed Rollers Ever Made

An idea of their size can be obtained in comparison with the size of the workman who is six feet tall.

May we send a catalog of Feed Rollers?

E. C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster, N. Y.

Branches Carrying Complete Stocks In The Following Cities:

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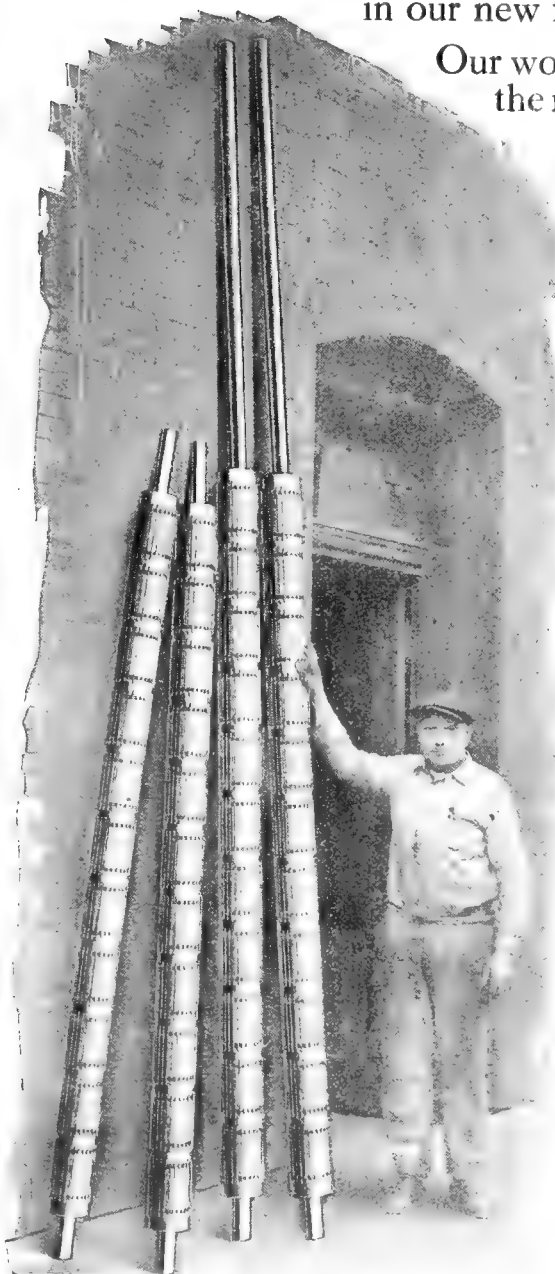
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Paris, France

Sydney, N. S. W.

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Full Stock South Eastern Missouri Soft Yellow Cypress

In offering this desirable material we wish to emphasize that it is distinguished from the Southern variety and is characterized by the fact that in the lower grades peck and shake are almost entirely lacking, small sound knots being the principal defect. Sound workable boards are thus guaranteed.

Also in No. 1 Common and No. 2 Common we put this stock up in 6", 8", 10" and 12" widths, running practically all 14 and 16 feet.

Our full offering of this material should appeal to manufacturers of trim, coffins, boxes and other products using cypress where truly superior product would be appreciated.

In addition we offer as usual our well assorted stock of St. Francis basin hardwoods, sold on guaranteed grades. NOTHING PICKED OUT. Can surface or resaw as desired.

Wisconsin Lumber Company
CHICAGO ILLINOIS



BAND MILLS—DEERING, MO.

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Yellow Poplar Lumber Co.

Manufacturers of Band Sawed—

Poplar **Plain Oak**
Quartered Oak
Chestnut **Basswood**
Oak Flooring

Coal Grove, Ohio, U. S. A.

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

Marianna, Arkansas

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St. Marianna, Ark.*





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